

CHEMIST & DRUGGIST

The newsworthy for pharmacy

a Benn publication

November 13 1982

All dispensed medicines must have typed labels by 1984

Corporate logo for pharmacy to be designed

Why there must be a Sunday trade inquiry

Monopolies Commission imposes price restraints on LRC sheaths

Unichem book for Corfu

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CHEMIST & DRUGGIST

Incorporating Retail Chemist

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COMMENT

Open shop

Listening to the consumer lobby for Sunday trading, one would think it was an open and shut case, and there is no doubt that a bandwagon is now rolling which may be difficult to stop. But for a catalogue of good reasons why the brakes should be put on at even this late stage, we commend the comments made by representatives of a very broad spectrum of interests at a conference organised by the Retail Consortium last week (p906).

As we know from two *C&D* surveys, retail pharmacists are counted heavily on the side of the "antis", but their views are often discounted because chemists have limited rights to open on Sundays anyway, and they have potentially greater difficulties in staffing than many other retailers. In reality, though, pharmacists are affected by the same considerations as their fellows and will concur with most of the opinions expressed so well at the conference.

The major exception, of course, will be the views of the National Consumer Council. Commendably, the Council supports its views with statistical research (last week, p866) but the only surprising finding is that, on the questions asked, the responses were not *all* in favour of Sunday trading and evening opening. For the record, the questions were: (1) "Do you think the law should be changed to allow more shops to remain open during the evening or not?" and (2) "At present, only shops selling newspapers and certain types of food are allowed to open on Sunday. Do you think the law should be changed to allow other shops to open on Sundays or not?" (Yes, they forgot about pharmacies!)

How many of those interviewed realised even some of the possible consequences, we wonder? For a start, it is unrealistic — perhaps biased — to combine a question on Sunday trading with one on evening opening. The public have become accustomed to evening opening — usually quite legal opening,

despite the implication in the question — and are bound to support its continuation. And it is certainly never put to them that the late opening trend has really eliminated one of the principle "social" arguments in favour of opening on Sundays. Anyway, who are these dedicated people who work 9am to 9pm, Monday to Saturday, and are unable to shop during the hours currently permitted?

Nor, we suspect, are consumers told of the threat to local shops posed by out-of-town developments. We hear only of the "convenience", never of the possible inconveniences which will result from further distortion of the current pattern of retailing. "Open on Sundays and you open your tills to an increased demand for your goods and services", said the NCC speaker. This new image of the consumer's pocket as a horn of plenty would, we suspect, find little sympathy among the pocket-owners today. Given the choice of Sunday opening and the alternatives of higher prices or fewer shops (and at greater distances) the answer would be both positive and forthright.

At present no-one is really putting the strength of the case against Sunday trading to the public and, indeed, there are so many facets to the argument — as the Consortium conference showed — that the general public would be unwilling to listen.

So no matter that there have already been inquiries. No matter that the Government has given the bandwagon a shove while refusing to get on itself. We hope Home Office Minister Timothy Raison will have taken note of overwhelming conference views that the Government should seek guidance from a new inquiry, one which would take account of the enormous changes in retailing which have taken place since the Crathorne report in 1964. Perhaps then it will take up the reins and . . . turn the wagon around.

More price restraints on LRC sheaths

The Monopolies and Mergers Commission has recommended further controls on the prices of contraceptive sheaths manufactured by LRC Products.

The Commission has confirmed its view, first expressed in a report in 1974, that the monopoly of LRC — whose UK share of the sheaths market is 90-95 per cent — is against the public interest and is likely to result in prices becoming excessive.

The Commission has therefore recommended that the company should undertake to limit price increases according to a special index related to the costs of production and to provide the director general of fair trading annually with details of sales, price charges and other information considered necessary. The undertaking should be reviewed after five years. If LRC failed to comply they should be required to make no price increases without the director general's approval.

The director general made this second reference to the Commission because the form of price control to which LRC were subject following the first report had become inappropriate with the passing of time and the changing economic climate.

In 1975 the company agreed to specify maximum retail prices for its main brands of sheaths and that its discounts to customers should not depart from certain specified rates. The Commission believes that the maximum price provision may have been regarded by retailers as establishing a fixed price, and that the fixed discounts may have provided LRC with some protection against pressure from larger customers for more favourable net prices. These provisions may have introduced some "undesirable rigidity" into both retail and wholesale pricing and, as the company is no longer bound by them, the Commission sees no reason to renew them.

On their evidence to the Commission, LRC argued that there were now powerful commercial constraints on the company's ability to increase prices. The market power of its major customers had greatly increased as a result of changes in the system of distribution and strong resistance was experienced even when the company wished to increase prices to allow for inflation. The nine largest customers took 45 per cent of UK sales and Boots alone took nearly one quarter. They were conscious of the need to keep down their own prices to consumers and

would resist any price rise regarded as unreasonable. While LRC did not believe that retail customers were strongly influenced by price, there were clear indications of retail selling below recommended prices.

The availability of free contraceptive supplies from family planning clinics imposed a further constraint on prices that retailers could charge. LRC also argued that there would be a decline in demand for sheaths over the long-term. The method was disliked even by its users and, while there was some recovery in demand when "pill" sales were affected by fears of harmful side-effects, the sheath's share of the total contraceptive market had significantly declined. Other improved contraceptive methods were likely to appear, including an intravaginal ring and a polyurethane sponge containing a spermicide.

LRC comment

Commenting on the report, Mr Alan Woltz, group chief executive, said LRC were disappointed that the Commission had recommended continuing price control. "There is no evidence or suggestion in the report that LRC has in any way been operating against the public interest," he said.

He added that the Commission rightly recognised the relative unimportance of the condom market to the country's business activity and also acknowledged the disproportionate cost in time and resources which had been necessary to exercise control over the company's pricing in the past. If some form of control was necessary, the Commission's recommendations could provide a basis for a more realistic undertaking but whatever the outcome he did not expect any significant impact on group profitability.

Dr Gerard Vaughan, Minister for Consumer Affairs, said in a Parliamentary answer last week that he accepted the report's findings and would ask the director general of fair trading to start discussions with LRC on ways to implement the recommendations.

The Monopolies and Mergers Commission Report on Contraceptive Sheaths (HMSO, £5.25).

Increase in script charges limited

Prescription charges are unlikely to be increased by more than five or six per cent next April. This was made clear by Mr Norman Fowler, Social Services Secretary, in the Commons on Monday when he announced that the increase will be pegged to the level of inflation over the preceding 12 months. He also indicated that the earlier practice of imposing increases higher than the rate of inflation, so as to boost the revenue provided by prescription and other health charges, has been abandoned — at least until after the general election.

Charges rise £450m pa

Mr Fowler told MPs that the Government was planning to spend about £15½ billion on the health service in Great Britain in the next financial year — an increase of about 6¾ per cent on this year's cash provision. He underlined the impact of the contribution made by charges which raised about £450m a year for the NHS.

Mr Kenneth Clarke, Minister for Health, said the spending plans approved by the Chancellor provided for an additional £80m for the health service next year above the previously announced figure — about £40m will go into health service budgets for the "knock on" to cover the pay offer to NHS staff.

Mr Brynmor John, Labour's shadow Social Services Minister, questioned the value of the assurance given by Mr Fowler about the size of the increase in prescription charges to be imposed in April. Exactly the same promises had been made in 1981 he said. Mr John recalled the "cruel" increases in charges already made by the Government — the charge per item had gone up from 20p when Labour left office in 1979 to £1.30. In view of this more than six-fold increase, it was no wonder that cheaper substitutions were being brought from chemists and that patients were crossing off some of the items on their prescriptions because they could not afford the total cost.

SDP attack

Mike Thomas (Social Democrat) attacked the Government for failing to implement the Greenfield Report on Prescribing. He said its proposals for extending the successful arrangement for drug substitution which were already saving millions of pounds in hospitals had been "hushed up" for the past eight months.

All medicines to have typed labels from 1984

The Pharmaceutical Society is to advise pharmacists that as from January 1, 1984, all labels on dispensed medicines should be typed or mechanically printed.

The decision arose from consideration of a resolution from the 1982 branch representatives' meeting, "that the Council should set a date from which all labels on dispensed medicines should be typed or printed". The Practice Committee recommended to this month's Council meeting that from January 1, 1986, there should be a statement to that effect in the guide to good dispensing practice. After some debate, Council accepted the recommendation but with the date amended to January 1, 1984.

LPCs lose power to nominate for FPCs

Local Pharmaceutical Committees will lose their power to nominate representatives on Family Practitioner Committees when FPCs become separate health authorities. LPCs may only be able to recommend persons to the Secretary of State for inclusion.

Mr Alan Smith, chief executive, Pharmaceutical Services Negotiating Committee, told *C&D* the Committee welcomed the confirmation of the move to give FPCs autonomy contained in the Queen's speech. "Without exception, all professions providing services to FPCs have been pressing for them to be made autonomous. Our only concern is that because members of such health authorities are nominees of the Secretary of State, the present arrangements whereby we can influence him by making recommendations are not upset."

He said that if other authorities were able to recommend persons for inclusion an imbalanced representation of pharmacists might result. This was unlikely at present because LPCs had a "balanced local knowledge".

The independent survey into ways of controlling expenditure on the family practitioner services announced last July (*C&D*, July 24, p149) is to be carried out by management consultants, Binder Hamlyn Fry. Their report, which will include a feasibility study on operating cash limits, is expected to be presented to the Department of Health by March, 1983.

■ We have been asked to point out that the liquid nitrogen cooled refrigerator produced by Thor Cryogenics Ltd (*C&D* October 16, p705) has in no part of its design, any of the products of Thermos Ltd, owners of the registered trade mark "Thermos". We apologise for any embarrassment caused by the heading of this item.



Vivienne Bell, the winner, with Mr and Mrs Hetherington, the company chairman of Ridleys and (below) the line-up of contestants participating in the regional finals who all received an Aynsley china bowl of flowers from Tampax



Review body and pay offer for nurses

The Government is to establish a review body to make independent representations to it on behalf of nurses, midwives, health visitors and professions supplementary to medicine. The Secretary for Social Services announced this week together with a slightly improved pay offer to the same group.

The review body will consider the group's pay and conditions for the year commencing April 1, 1984 when the current offer expires — interpreted by the management side of the Whitley Council as representing a 12.3 per cent increase for the period August 23, 1982 to March 31, 1984. The improved offer was a 7½ per cent increase for the year to March 31, 1983 and 4½ per cent for the next. The staff side, Whitley Council has yet to accept or reject the new offer.

As *C&D* went to Press no statement was available on the outcome of talks between the representatives of the Department of Health and the TUC Health Services Committee on pay proposals for the other groups, including hospital pharmacists.

Depo-Provera hearing ground rules

The hearing to determine whether the Minister for Health was justified in rejecting the recommendation of the Committee on Safety of Medicines to grant a licence to Depo-Provera for use as

Last regional winner in *C&D* competition

The final regional result is now in and the complete line-up for the Grand Final of the *C&D* Chemist Assistant of the Year competition decided. Vivienne Bell of T. Ridley & Son, 9 English Street, Carlisle was the winner with Margaret Jackson of T. B. Leach, Newtown Road, Carlisle in second place and Sheila Holcraft of B. A. Dray, Ingleton, Via Carnforth, third. The regional final was organised by Ridley (Wholesale Chemists) Ltd. A trade show held at the same time attracted over 300 people.

a long term contraceptive will concentrate expressly on safety aspects, and to a limited extent on efficacy and quality of the product, when it is resumed.

The panel will consider the question of "informed consent" when the hearing resumes on April 25. Upjohn counsel had argued that, under the Medicines Act, the panel should not consider this matter.

Manufacturers of Depo-Provera, Upjohn, were asked at the preliminary hearing this week to submit for consideration by the panel the complete data they prepared for the CSM.

The panel is to handle statements made to it by interested parties such as feminist groups as a result of an offer by Upjohn to pass on any such statements made to the company to the panel. Upjohn will be given a chance to respond to them.

Consumer spending up on chemists' goods

Consumer spending on chemists' goods showed 10.8 per cent real growth from 1971-79, compared with a total growth of 2.3 per cent in all sectors.

But it looks as though 1982 will see the third year in a row without any growth of consumer spending, according to a report in *Retail Business*, published by Economist Intelligence Unit. However the likelihood of some reflationary action should lead to reasonably strong growth in spending in real terms in 1983 and 1984. Chemists' goods will probably show a rise in excess of the average rates experienced between 1971-79, the report says.

Corporate logo for pharmacy to be designed

The Pharmaceutical Society's Council has agreed to commission designs for "a corporate identity for the professional" at a maximum expenditure of £12,000. The "logo" would be available for use on premises providing pharmaceutical services, and at the Society's headquarters. The logo could also be used on stationery, publications and in all advertising; it would be used on lapel badges to identify pharmacists, especially those in community pharmacies.

The idea of the logo was put forward by the director of public relations at Council's August meeting, when it was agreed in principle. The DPR then provided a more detailed paper which envisaged withdrawal of the right to display the symbol if a pharmacy failed to maintain the required standard.

At this month's meeting, Dr Maddock said that if the proposed logo were to be used on pharmacies it would mean that the public would recognise it, not as an emblem of a professional body, but possibly the emblem of a trade association. He suggested it was fundamentally wrong to proceed with a package which would require the logo being used in three different areas together.

Professor A. Beckett questioned whether Council was getting its priorities right when there were a number of weighty problems in pharmacy. Mr D. Sharpe opposed spending the sum involved. A number of corporate identities were currently used within pharmacy, admittedly for commercial purposes. The DPR's paper pointed out that the Society's platform was one of professionalism, while the NPA's advertising campaign was obviously commercially motivated. However, none of the proposed advertisements had any commercial input; it was a corporate campaign for the professional image of the community pharmacist. The community pharmacist would display the logo, because it was difficult to conceive it being used in industry, in academia or in hospitals. While Mr Sharpe agreed that a corporate image in terms of notepaper, publications and the branches would be worthwhile, to go further was unnecessary. He moved that the recommendation be referred back to the Organisation Committee.

Mr D. Dalglish seconded the reference back because, he said, he could foresee great dangers in a corporate logo being used in many pharmacies today, the standards of which were lower than might be desired. Mr J. Balmford failed to see why it was suddenly desirable to have a corporate image for the branches. The Society had a coat of arms, so it had a

corporate image, and there was little point in referring the recommendation back.

Dr T.G. Booth pointed out that the coat of arms as a logo was defined in the paper as being insufficiently distinct on its own to create an image in the minds of the public, and a clearer image was to get the message across to the public. There would never be a situation in which all premises on the register were in a satisfactory state so a start must be made some time or other, and the present was as good as any. The motion to refer the recommendation back was lost.

Mr J. Balmford was in favour of a logo going on all pharmacies, but he was concerned about the proposed expenditure. He would have thought there were other ways of producing a corporate image without spending £12,000. Mr A.G.M. Madge pointed out that if Council decided to proceed with the proposal, it was something that would last forever. The money was an investment in the future.

Mr Dalglish asked whether the Committee had considered organising a design competition among art schools or within the membership. Mr M. Gordon replied that expert advice had suggested this would be the wrong approach.

Planned distribution

Council agreed to a proposal that the Society should try to obtain from Family Practitioner Committees information on the opening of health centres and group medical practices. Work had already been done by the Pharmaceutical Services Negotiating Committee on finding out where closures of pharmacies had occurred throughout all FPC areas. The intention was to try to correlate the relationship between the closure of pharmacies and the opening of health centres and group practices.

Dr D.H. Maddock said that a planned pharmaceutical service could only mean a salaried service, because planning demanded the control of all resources. Council was asking for something different, that is, the protection of certain existing pharmacies. The significant problem today had nothing to do with medical practitioners; it was the opening of new pharmacies by young people who were leapfrogging in all directions and taking away business from pharmacies which had served the community for years. That was a worse problem than the reorganisation of medical practice. If the Society's policy on free movement of pharmacists within the EEC was anything to go by, the argument put forward at the Education Committee of restricting the register because substandard pharmacies would open, was the sort of problem Council should be addressing.

The treasurer said that if they were talking about identifying areas where a pharmaceutical service was needed, they might be creating a demand that pharmacy could not supply.

Dr Booth emphasised the wide implications of the proposal for a planned pharmaceutical service. He believed there

must be a clearly defined system of succession of pharmacy ownership which would therefore support the younger membership, and Council must address itself to the problems of limitation on the extent of ownership.

□ The Society is to seek to prevent the proliferation of proprietary medicine names with pronunciation or spelling similar to other drug names. Attention was drawn to the recent introduction of Almazine, Aluline and Aluzine. There had been numerous previous examples of names that could result in confusion and, possibly, error; representations had been made to the Department of Health without success.

Council agreed that the matter should be discussed with the General Medical Services Committee to obtain support for a joint representation to the Minister for Health. It was also agreed that the Law Department should write to the appropriate body seeking to prevent the authorisation of proprietary names which were similar in sound and spelling.

□ The Society's guidelines on the handling of cytotoxics, once they have been finalised, are to be sent to the Department of Health, with a request for full distribution in the NHS through the health authorities.

□ The Society's grants to its branches and regions are to be increased by 6 per cent for the financial year commencing April 1, 1983. The regional conference grant is to be increased by 1p per capita, from 4.8p to 5.8p.

□ The Society's research awards are to be increased to £2,335 outside London (from £2,245) and to £2,880 inside London (from £2,770). The increases keep the Society's awards in line with those of the Science and Engineering Research Council. The Society's other allowances are also to be increased in line with those of the SERC.

□ The Science and Engineering Research Council is to be asked to provide the names of pharmacists serving on its committees and on an informal co-ordinating group convened to monitor pharmacy applications.

□ It was reported that 94 replacement certificates of the new design authorised by the Council in November, 1981, following the special general meeting which had complained about the previous certificate, had been issued. In total 1,160 new certificates had been issued at a cost of £3,480.

□ Council agreed that the Society's collection of crude drugs and herbarium may be transferred to the Royal Botanic Gardens, Kew, from Bradford University, in which case the Society would continue its upkeep payment of £1,500 a year to Kew. The collection was transferred to the university in 1969 by deed of gift. Technically they are the University's property but the deed stated that if the university no longer required the gift, the Society would be consulted about its disposal. The university also has to pay the cost of removal to a new home. The university no longer requires the

collection, nor can it afford it.

□ The Society is to call a meeting with representatives of hospital pharmacy organisations to discuss the possibility of preparing a coherent programme of postgraduate education for hospital pharmacists.

□ A letter is to be sent to all hospital pharmacists who are not members of the Hospital Pharmacists Group, inviting them to apply for membership. Currently membership is about 1,800; some 3,500 pharmacists are employed in hospital pharmacy.

Smoking affects anti-angina drugs

Evidence that smoking can decrease the effect of drugs used to treat angina was put forward at a cardiovascular symposium in London last week.

Dr K. M. Fox, consultant cardiologist, National Heart Hospital, described a trial in which the effects of nifedipine 60mg daily, propranolol 240mg daily or atenolol 100mg daily were compared with a placebo in 10 patients with exertion angina, both when they smoked and when they gave up cigarettes for four weeks.

There was a significantly higher incidence of angina during the periods when they smoked, the effect being most marked when they took nifedipine or placebo and least marked with atenolol. When patients stopped smoking, the beneficial effect of nifedipine approached those of atenolol and propranolol.

Increased heart rate

Dr Fox explained that smoking increased the heart rate and induced the liver enzymes responsible for metabolising nifedipine and propranolol. The effect was probably least marked with atenolol because it was largely excreted by the kidneys. When patients stopped smoking there was a 25-30 per cent increase in blood levels of nifedipine and propranolol but almost no change in levels of atenolol.

He concluded that smoking was an important factor to be considered when treating patients for angina.

PEOPLE

Mr Graham Walker MPS, of Spalding (Lincs), has taken office as chairman of Spalding Chamber of Trade and Commerce. He has been vice-chairman for the past year.

Unichem sales representative **Mr Desmond Matthews** received a retirement cheque to mark 21 years' service recently. Assistant marketing director, Bill Hart, made the presentation at a luncheon party held in Mat's (as he is affectionately known) honour.

TOPICAL REFLECTIONS

By Xrayser

Changes

I finally got down to it today. I've been meaning to do it for ages, not just weeks, not just months, but years, yet never seemed to have enough time during working hours to concentrate solely on one thing, until a pal offered to cover in the shop for a day.

My old filing cabinet, a two-drawer unit was overflowing a jumbled mixture of ledger files which had gradually acquired overtones of a product and catalogue repository. The new four-drawer unit needed proper setting up, and systems devised to lift and separate the amorphous mass into clearly defined areas for easy reference in future.

I had a marvellous day, with papers scattered like Autumn leaves until about 4pm when, within a few minutes, it suddenly seemed all clear, apart from the emptying of two big cartons full of outdated rubbish. I don't think I need four drawers after all, but will use the spare ones for bottles of hooch and a few glasses like they do in the films. Anyway all this is leading up to what I discovered in the various files. It is revealing to see evidence of change, and to draw what conclusions we may.

I found an advertising proof which shows that in 1973 I started hard price-cutting and used leaflet drops to spread the good news that I was more than a match for the drug stores, which of course I wasn't (though by trying hard I was able to survive where others didn't). I see I advertised 79p Elnett at 75p while offering Silvikrin hairspray at 39p from a nominal 59p. Nice and Easy cut to 39p from 59p; two Robinsons instant baby foods for 15p, and double Andrex at 10½p! Large Macleans I sold for 22½p each — or a twin-pack large at 21p the pair! Or two Gibbs fluoride for 15p.

In nine years the price of Silvikrin hairspray has hardly changed, Elnett has doubled, Robinsons Quadrupled, Andrex increased five-fold, and toothpastes have barely doubled. Nice and Easy sells at a nominal price of about £1.97, and in reality changes hands at around £1.60-£1.70 showing a fourfold increase. It would be nice if I could say the same of my net disposable income.

Green

I wish I had been able to go to the symposium on "Green pharmacy" at Lambeth last week, because being on the receiving end of several promotional efforts I don't know what to do about taking in new ranges of stock. From my

reading of the report it seems the speakers are talking about a holistic approach to patient health (why don't they spell that word whole-istic?) and stressing the need to allow the natural treatment at least one or two months to work.

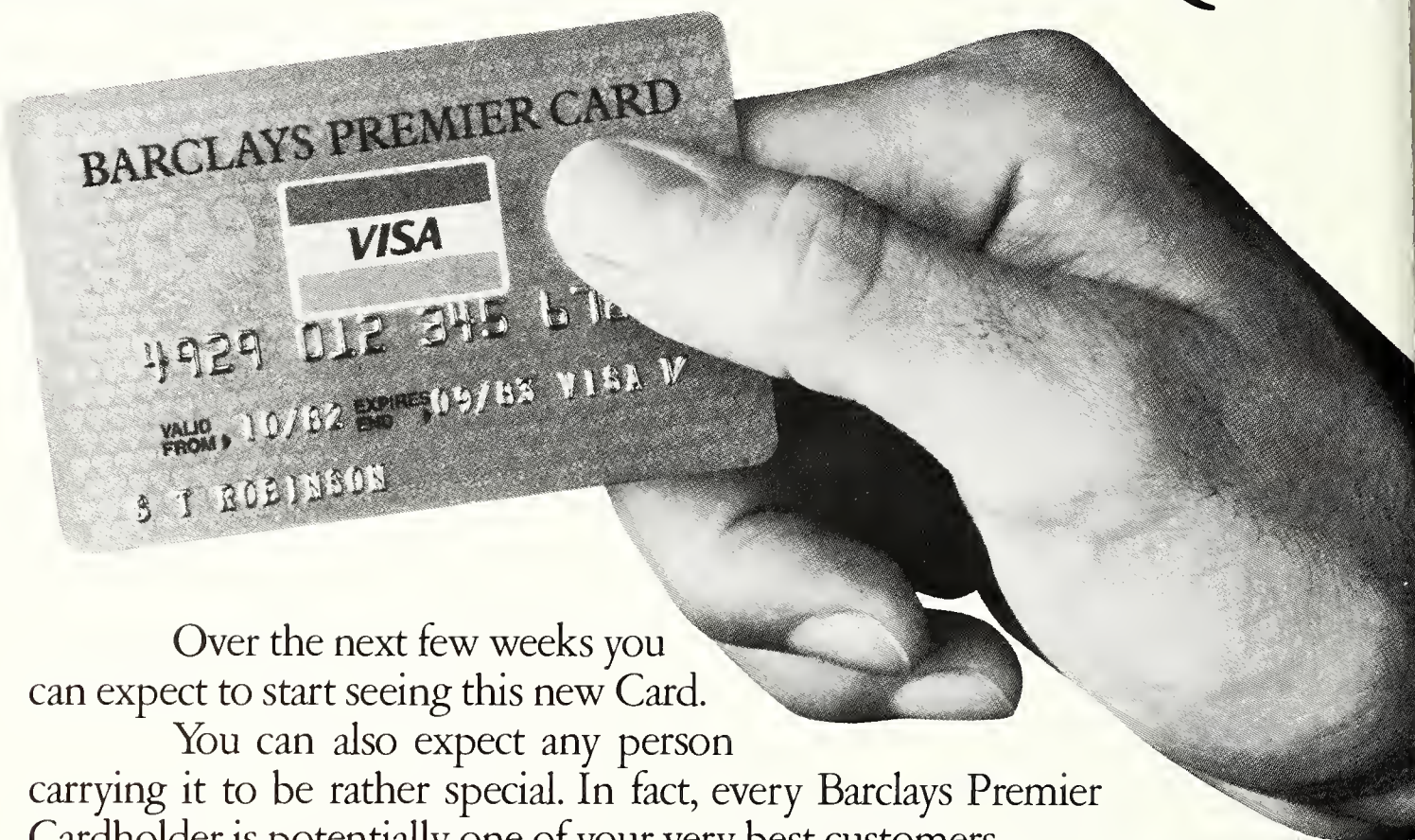
I think we are biting off a fair old responsibility if we take on advising people to use the herbal products I have been shown so far. I have reservations about allopathic treatments, but at least have enough experience to know how they work, what effect they are likely to have when I give them, and know they will have that effect within a given time after administration.

So far as I can see, in moving over to proprietary herbals we move onto distinctly unsubstantial ground, since we have no familiar reference manuals to give us guidance with legitimate references, as in Martindale or its fellows, nor can we be sure of a predictable result. Instead we are asked by the makers to read their label, accept it as objective, and recommend on that basis. An act of faith? The fact that in recommending it we, with our professional clout may imbue a psychological benefit, gives me the cold feeling of having joined the pack of charlatans always in attendance on the sick.

Even if we accept the validity of some products it is my view we would have to spend at least twenty minutes with each patient to find the range and degree of illness and cover the patient's diet, habits and mode of living, since these must be contributory factors in subacute illness. Do we see this as our new role, and if so how are we to be paid for it?

I agree we are seeing more people dissatisfied with NHS and therefore allopathic medicine. But if we intend to switch them into herbal or homeopathic or health food treatments, we had better be pretty sure we know what we are trying to achieve, and know thoroughly the effects of the actual product we give, since we shall be taking their money for more than just the commercial transaction.

THE NEW BARCLAYS PREMIER CARD IT DOES MORE THAN GUARANTEE BARCLAYS CHEQUES.



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Barclaycard and Barclays Premier Card; Barclays Bank, Barclays Bank International. Trustcard; Trustee Savings Banks. Co-operative Bank Visa Card; Co-operative Bank. Bank of Scotland Visa Card; Bank of Scotland. Yorkshire Bank Barclaycard; Yorkshire Bank.

To obtain the guarantee the following conditions must be met:

1. The cheque must be a personal one.
2. The cheque must be taken from a cheque book issued by a branch of the relevant bank in the United

Kingdom. The signature on the cheque must agree with the specimen on the Card.

3. The "Valid From" date on the Card must have been reached.

4. The expiry date on the Card must not have passed.

5. The drawer must sign the cheque in your presence and you must write the number of the VISA card on the back of the cheque.

6. The amount of the cheque must not exceed £50.

7. Only one cheque is guaranteed in settlement of any one transaction.

If you follow these guidelines then the cheque will be guaranteed.

Barclaycard, Department SE, Northampton NN1 1SG.

PRESCRIPTION SPECIALITIES

Baxan

Manufacturer Bristol-Myers Antibiotics, division of Bristol-Myers Pharmaceuticals, Station Road, Langley, Slough SL3 6EB

Description Capsules: white capsules containing cefadroxil monohydrate equivalent to 500mg cefadroxil activity.

Suspension: supplied as a bottle containing powder for reconstitution to provide 125mg, 250mg, or 500mg per 5ml

Indications Cefadroxil is bactericidal *in vitro* against a wide range of Gram-positive and Gram-negative organisms.

Indicated in the treatment of the following infections when due to susceptible micro-organisms: respiratory tract, skin and soft tissue, genito-urinary tract and other infections including osteomyelitis, septic arthritis, septicaemia, peritonitis and typhoid

Dosage Adults and children weighing more than 40kg: 500mg—1g twice a day depending upon the severity of the infection. Under 1 year: 25mg/kg daily in divided doses. 1-6 years: 250mg twice daily. Over 6 years: 500mg twice daily. Bioavailability unaffected by food, so may be taken before or after meals. In patients with renal impairment dosage should be adjusted according to creatinine

clearance rates to prevent drug accumulation. A modified schedule is unnecessary with clearance rates of greater than 50ml/min

Contraindications Hypersensitivity to cephalosporins. Use with caution in patients with a history of penicillin allergy. Safe use during pregnancy has not been established

Precautions Use with caution in neonates and premature infants. A false-positive Coombs' reaction may occur in some patients and urine may give a false-positive glycosuria reaction when tested with Benedict's or Fehling's solutions

Side effects Rash, pruritis and angioneurotic oedema may be observed infrequently. Nausea, vomiting, diarrhoea, dyspepsia, abdominal discomforts, dizziness, headache and monilial vaginitis may also occur.

Reversible neutropenia and leucopenia and minor elevations in serum transaminase may occur rarely

Pharmaceutical precautions Expiry date 36 months from date of manufacture

Packs Capsules, containers of 100 (£30.15 trade). Suspension, bottles of 100ml (125mg/5ml £2.02, 250mg/5ml £4.04, 500mg/5ml £6.55)

Supply restrictions Prescription only
Issued November 1982. ■

HRF Ayerst

Manufacturer Ayerst Laboratories Ltd, South Way, Andover, Hants SP10 5LT

Description Leutinising hormone/follicle stimulating hormone releasing hormone (LH/FSH-RH; gonadorelin) in a freeze dried form, available in 100mcg and 500mcg strengths and supplied with 2ml sterile diluent ampoule

Indications Stimulates the release of gonadotrophins from a functional pituitary and is of diagnostic value in cases where determination of pituitary reserve are required

Dosage Routine determination of pituitary function: for a rapid and simple determination of pituitary response capability, a single IV dose of 100mcg is suggested. For a refined determination to find the threshold of pituitary response an

initial dose of 25mcg is recommended. This may be increased in steps until the response is determined. Doses as high as 500mcg have been used. Venous blood samples should be taken before and at intervals after administration. For interpretation of results see data sheet

Contraindications, warnings etc Should not be administered in pregnancy.

Administration during the follicular phase of a normal cycle may result in premature ovulation — measures should be taken to avoid unwanted pregnancy in these cases

Pharmaceutical precautions Use within 24 hours of reconstitution

Packs Vial containing 100mcg or 500mcg of freeze dried material and a 2ml ampoule of sterile diluent (£8.56 and £18.68 trade respectively)

Supply restrictions Prescriptions only
Issued November 1982. ■

Unigest

Manufacturer Unigreg Ltd, 15 Worple Road, Wimbledon, London SW19 4JS

Description White, uncoated, peppermint flavoured, oval shaped tablet overprinted "Unigest" and containing dried aluminium hydroxide gel 450mg and dimethicone 400mg

Indications Relief from acid indigestion and dyspepsia. Symptomatic relief in

peptic ulcers. Dietary or drug-induced gastritis

Dosage One or two tablets to be sucked or chewed after meals and at bedtime. The tablets should not be swallowed whole. Not recommended for children

Packs 12 tablets (£0.85 trade)

Supply restrictions Pharmacy only
Issued November 1982

This preparation replaces the present Unigest capsules. ■

Metosyn scalp lotion

Manufacturer Stuart Pharmaceuticals Ltd, Carrs Road, Cheadle, Cheshire SK8 2EG

Description Clear colourless slightly viscous solution containing 0.05 per cent w/v fluocinonide in a vehicle containing propylene glycol and ethanol

Indications Steroid-responsive dermatoses of the scalp

Administration A small quantity of the lotion should be applied morning and night until improvement is noticeable.

Improvement may then be maintained with a once daily application. The lotion should be used for short courses of therapy and not on a continuous basis

Contraindications precautions Infections of the scalp. Hypersensitivity. Keep away from the eyes. Do not use near naked flame.

Long term treatment may lead to adrenal suppression. Development of secondary infection requires withdrawal of therapy. When treatment is considered necessary during pregnancy both the amount applied and the length of treatment should be minimised

Side effects Systemic steroidal effects may be seen, and are more likely in children or infants where an occlusive dressing is used. A burning feeling may be noticed on application

Packs Glass bottle containing 30ml with plastic applicator (£2.30 trade)

Supply restrictions Prescription only
Issued November 1982. ■

Cordilox

All strengths of Cordilox tablets are being reformulated. The tablets will bear the Abbott logo on one side and "40", "80" and "120" on the other. Tartrazine is also being removed from all strengths. The new 40mg tablet is available immediately and will be followed over the next few months by 80mg and 120mg tablets. *Abbott Laboratories Ltd, Queenborough, Kent.*

Cymogran to go

Cymogran will be discontinued with effect from 30 November. Sales of this product have fallen to such an extent that continued marketing of it can no longer be justified, say Allen & Hanburys. Aminogran food supplement and mineral mixture will continue to be available for the dietary management of phenylketonuria in children and in phenylketonuric women during pregnancy. *Allen & Hanburys Ltd, Oldfield Lane North, Greenford, Middlesex UB6 0HB.*

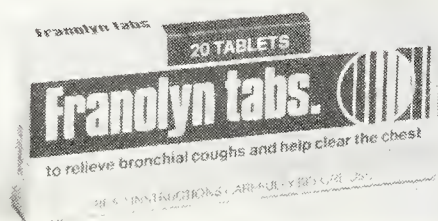
Franolyn Tabs launch: packs highlight advisory role

Winpharm are launching Franolyn Tabs "to relieve bronchial coughs and help clear the chest" (20 tablets, £0.89). Each tablet contains ephedrine hydrochloride 11mg, theophylline 120mg and the dose is one tablet three or four times daily.

The product's legal classification is Pharmacy only. A "non self-select" dispenser is available which carries 12 packs.

Winpharm believe that the pharmacists' personal recommendation carries considerable weight and that customers rely on pharmacists' professional judgment. For this reason,

the new Franolyn Tab pack is the first Winpharm product to carry the message "For professional advice on medicines, consult your pharmacist". All Winpharm packs are being changed to carry this copy. *Winpharm, Winthrop House, Surrey.*



Wire brushes added to Dressers range

Addis are introducing a new range of twisted wire brushes for curling hair tightly, following overwhelming demand from hairdressers and students. The brushes are available in three sizes, ½ in, ¾ in and 1 in and will retail at £0.75. They are available in a range of bright colours, and are part of the Addis Dressers range of hairbrushes, decorations and styling aids. *Addis Ltd, Ware Road, Hertford.*

New Year launch for Galvin mousse

Daniel Galvin are introducing a Blo Foam setting mousse with conditioner (£3.75) which, they say, is suitable for every type of hair. When applied straight after shampooing the Blo Foam gives extra body and lasting hold; used on dry hair it adds volume and bounce, eliminates perm frizz and being anti-static, it controls fly-away hair.

From January 1 the mousse will be nationally available through chemists and department stores. It is currently available through Harrods. Distributors are *Norton of London Ltd, 155 Merton Road, London SW18.*

Bic sponsor racing meetings...

Biro Bic are to sponsor the second Bic razor handicap hurdle at Wolverhampton on November 27, and will be following this up with other events at Stratford and Kempton Park. Bic claim that in volume terms they hold more than 30 per cent of

the market "by virtue of a single product, compared with the market share of Wilkinson and Gillette which is only achieved by their fielding whole ranges of razors". *Biro Bic Ltd, Whitby Avenue, Park Royal, London NW10 7SG.*

...and Gillette extend football sponsorship

Meanwhile the Gillette shaving division are extending their sponsorship of schoolboy football in co-operation with the English Schools Football Association. The new contract will guarantee sponsorship support over the next three years and is renewable in 1985. *Gillette (UK) Ltd, Great West Road, Isleworth, Middx.*

Atrix hand cream will be supported by a £200,000 women's Press campaign, running from November through to February and featuring this advertisement. Smith and Nephew Consumer Products, PO Box 81, Hessle Road, Hull HU8 2BN.

What soft hands wear to work.



Marigold prizes for trade and consumer

Two competitions, one for the consumer and the other for the retailer, are being run on all three types of Marigold gloves. The retailer who guesses the correct number of playing cards in a house of cards will win a Sinclair home computer and for the runners-up there will be pocket calculators and personalised playing cards.

In the consumer competition there is a total of £20,000 in cash prizes. Customers who guess the correct number of Marigold packs in a supermarket trolley will have a household bill to the tune of £100 paid by LRC Products. Entries must be accompanied by a proof of purchase and if packs from all three brands are included entrants stand to triple their prize.

For runners-up there will be 6,000 money-off coupons for the gloves. Promotional activity for the competition will run until the end of November. Packs and display outers will be flashed and competition leaflets will be inserted in-pack. *LRC Products Ltd, North Circular Road, London E4.*

All star promotion on Dixcel Checks

British Tissues are mounting an on-pack consumer promotion on Dixcel Checks offering free LP's and tapes from 20 original artists. They believe this is the first time a company has made available named tapes and albums from original artists instead of compilations or cover versions.

The Dixcel Checks selection includes Liza Minelli, Barbra Streisand, Abba, Dr. Hook, Santana and Neil Diamond.

To receive a free LP or tape, customers are asked to submit six proofs of purchase from the Dixcel Checks special offer packs, plus the cost of postage or, alternatively, three proofs of purchase together with £1.50. The promotion runs until May 31. *British Tissues Ltd, 101 Whitby Road, Slough, Berks SL1 3DT.*

Cow & Gate support

Cow & Gate wish to point out that their support for the independent chemist trade covers all sectors of the baby feeding market and not just the milk sector where their remarks were featured in *C&D Babycare Supplement* (October 23, p8).

Thermos advertising: regional test

Thermos are carrying out a regional advertising campaign for their ½ litre coffee pot which will be featured in a series of Press advertisements in the Southern editions of *TV Times*, the *Observer Colour Supplement* and *Readers Digest* until the end of the year. The advertisement is aimed to capitalise on the Christmas gift season.

"We're viewing this campaign as a test, and will evaluate the results before we plan a further spend in 1983," comments David Mayhew, marketing manager.

"However, this is the first time in many years that the company has invested money above-the-line, and it is indicative of our commitment to focus on products not normally associated with the conventional Thermos brand image."

In time for Christmas Thermos has



introduced a ½ litre size (£5.95) as a companion to the original one litre coffee pot. It is available in chrome and self-patterned finishes, with matt black handles and screw tops. The coffee pots feature a wide neck to accommodate a coffee filter unit, pour-through stopper and a non-drip spout. *Thermos Ltd, Ongar Road, Brentwood, Essex.*

Akrotherm bonus

A bonus of 14 as 12 on original packs is available for Akrotherm chilblain cream. The offer is available through wholesalers until November 30. *Napp Laboratories Ltd, Hill Farm Avenue, Watford.*

Racing fragrance

A floral fragrance made from natural ingredients and free of any animal extracts is the description for Roboratif perfume (7.5ml, £5.75). Available in a counter display unit holding 12 bottles and a tester the perfume will be advertised in regional newspapers from November 16 and be seen as sponsor for one of Britain's top woman racing drivers. *Torant Promotions, Beech Trees, Charcoal Road, Bowdon, Cheshire W14 4RU.*

Steriliser for Nusoft baby range

Independent Chemists Marketing Ltd have introduced a sterilising liquid into the Nusoft baby range. Packed in sixes, each bottle (£0.64) contains 500ml. During the two month introductory period commencing November 29, a case bonus and consumer saving is available. As with all Nusoft baby products, the nursery rhyme theme is featured on-label depicting "Doctor Foster".

The Edinburgh International Crown hand cut glassware offer will still be available on personal and paper products and consumer savings and case bonuses will be available on press-ons, panty liners, mini pads, family tissues, mansize, twin toilet rolls and kitchen towels.

Other consumer savings and bonuses during December include Nusoft baby stretch suits, nail polish remover, Lotus shampoo and bubble bath, Nusoft hairspray and an assortment of sponges, Nuhome washing-up liquid, Sunpure orange and grapefruit and orange and lemon, Nuhome aluminium foil, pine disinfectant, bleach, floor and wall cleaner, cream cleanser, fabric softener and conditioner, antiseptic and Flosspik.

Members are being offered a bonus on the range of Nuwarm hot water bottles range (excluding the "economy" bottle) and consumer savings and member bonuses are again available on pleats and puffs (white economy and coloured economy, as well as standard and coloured). *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.*

Rand Rocket are introducing new display packs for standard clinical and oval dual scale thermometers which, they say, overcome distribution and breakage problems and make an attractive counter, shelf or hanging display in the Rand Rocket house colours of yellow with dark brown print. *Rand Rocket Ltd, Algrey Estate, Sharps Way, Hitchin, Herts*



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Handy it is, messy it's not – the all-over soap that's right for use at home or travelling.

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Aegis International Ltd.
197 Edgware Road
London W2 1DN. Tel: 01-402 9624

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Evans
MEDICAL LIMITED

Seven strong torch range from Vidor

Vidor Batteries have launched a new series of display-packaged torches comprising seven torches and a motorist's lantern. Available are the Vidor Spacesavers — the Pop 14 (£1.25 each) and Pop 20 (£1.60) in two cell SP11 and SP2 sizes, the Vidor Torch range in two and three-cell SP2 and SP11 sizes (£2.46 and £2.68 respectively) and a pocket torch (£1.60) which takes a single 1289 battery. The range is completed by a Mini Lite (£0.60), designed for pocket or handbag, and a motorist's lantern (£5.73).

The Pop 14, Pop 20 and Mini Lite torches are packaged in multiple display cartons while the Vidor pocket torches are supplied in combined display and slot-dispenser cartons, each holding twelve torches.

The motorist's lantern and all three



sizes of Vidor Torches are individually packaged in cartons designed for shelf display or on standard hanging dispensers using the slot provided on each pack. (Batteries not included). *Compton-Parkinson Ltd, Woodlands House, The Avenue, Cliftonville, Northampton.*

Diet flours — pack changes in New Year

New EEC regulations coming into effect on January 1, 1983, mean that gluten-free flours can only be packed in 250g, 500g or 1kg packs, or multiples of those weights.

This will affect some 25,000 people in Britain who suffer from coeliac disease, as they will no longer be able to obtain "loaf-sized" packs of flour. The Cantassium Co will be changing all pack sizes to 1kg and their gluten free range is to be renamed. The new names are as follows: Trufree or Jubilee No. 1 flour (formerly Jubilee or Trufree bread mix), Trufree or Jubilee No. 2 flour (formerly Trufree bread mix with rice bran or Jubilee bran bread), Trufree No. 3 flour for Cantabread (formerly Cantabread mix).

A free booklet — "A guide to Trufree and Jubilee flours" — gives details of the changes and useful facts for dieters. *The Cantassium Co, 225 Putney Bridge Road, London SW15.*

Coeliac's cook book

A gluten-free and wheat-free Bake Book has just been published with more than 300 recipes suitable for sufferers from coeliac disease and others on gluten and wheat-free diets.

Most of the recipes are new and introduce food never before possible for such a strict diet, say the publishers. Recipes are included for breads, pastries, cakes, sauces, pasta and pizzas, and

puddings. An offer of £1 off the first edition is available (descriptive leaflet with £1 off order available from the publishers).

The gluten-free and wheat-free Bumper Bake Book by Rita Greer. 176 pages, 8 colour plates, 8 black and white plates, A5 open flat spine (ISBN 0906202 051). Price £5.95. *Roberts Publications, 225 Putney Bridge Road, London SW15.*

Boots health range

The Boots Co Ltd are introducing an own-brand range of health foods and dietary supplements. The complete Second Nature range comprising 13 food products and 17 dietary supplements is available through the larger branches and the dietary supplements through all branches. Boots claim they are the only company in the field to offer an integrated range including health foods and dietary supplements.

Purple addition

Jerome Russell have added purple to the range of colours available in the Ultra Hair Glo collection. Sales for both this product and the Glitter spray have soared, says the company, which is now supplying Australia, New Zealand, Thailand, Gibraltar, Holland, France, Ireland and Hong Kong. Negotiations are currently underway to supply America and Canada. Both products come in 36 can display packs with separate back up stocks of one dozen. *Jerome Russell Cosmetics Ltd, 102 Tanners Lane, Barkingside, Ilford, Essex.*

Christmas push for Falcon and Brylcreem

To boost Christmas sales Beecham Toiletries are running an on-pack offer on Brylcreem and an added-value offer on Falcon hairspray. Tubs of both regular formula and anti-dandruff Brylcreem are fitted with a collarette flashed with the offer: "Free credit card wallet." To obtain this any two tubs have to be purchased. Meanwhile cans of normal and extra-hold Falcon hairspray will be flashed "25 per cent extra free."

Lager link-up for Pagan Man

A choice of his or hers free samples of Pagan Man aftershave or Pagan cologne spray are being offered in exchange for eight ring pulls from Carling Black Label lager. The free sample offer will be flashed on 5 million cans of lager. *Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex.*

ON TV NEXT WEEK

Ln London	WW Wales & West	We Westward
M Midlands	So South	B Border
Lc Lancs	NE North-east	G Grampian
Y Yorkshire	A Anglia	E Eireann
Sc Scotland	U Ulster	CI Channel Is

Anadin:	All areas
Askit powders:	Sc
Beechams hot lemon:	All areas
Bic razor:	Ln,M,Y,WW,So,A,We
Complan:	Ln,M,Lc,Sc,WW,So,We,G
Crookes One-A-Day:	All areas
Deep Down cleansing tonic:	Ln
Disprin:	All areas
Ever Ready batteries:	All areas
Fairy toilet soap:	Y,So,A,U,B,G
Head and Shoulders:	All areas
Karvol capsules:	All except E
Lentheric Mystique:	All areas
Panache:	All areas
sampler set:	All areas
Tweed:	All areas
Marigold gloves:	Y, NE
Oil of Ulay:	Ln,M,Lc,So
Paddi Cosifits:	All areas
Pampers:	All areas
Pharmacin:	Ln,M,A
Ralgex:	Ln,M,Lc,Sc,B,G
Robinson's baby foods:	All areas
Sanatogen multivitamins:	All areas
Strepsils tablets:	All areas
Vicks cough syrup:	All except U,B,E,CI
Vicks Sinex nasal spray:	Ln,M,Lc,Sc,NE
Wisdom mouthwash:	All areas


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Further information is available on request from Napp Laboratories Limited, Hill Farm Avenue, Watford WD2 7RA England. Member of Napp Pharmaceutical Group
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Selective distribution and amateur detectives

Marketing directors should be aware of the difficulties inherent in selective distribution, but there are no "rules" which indicate whether a selective system will meet with approval from the Office of Fair Trading.

That warning was given last week to a seminar organised by the Cosmetics, Toiletries and Perfumery Association by Mr T. Veness, from the OFT competition policy division. He explained that since he could not define "selective distribution" he could not specify firm rules with which to judge every system. But he cited two cases, Raleigh and Sanderson, in which the results were apparently contradictory, for similar transgressions.

The difference had arisen because of the effect on the market as well as the agreements themselves, he said. According to the Metro judgment, retailers should be chosen on objective criteria of a qualitative nature which should not discriminate. With the Raleigh case there was a pattern of refusal for reasons other than not fulfilling the criteria of an agreement. In the case of Sanderson, the market share was too small for the distribution policy to distort the market.

Mr Veness concluded that the more restrictive a selection distribution practice, the more likely it was to fall foul of the Competition Act. Similarly if an agreement appeared to be attempting to maintain resale prices it would contravene the Act. Questioned about the position of franchises Mr Veness again pointed out the difficulty of definition.

Lack of legislation

Anomalies in packaging and labelling legislation were highlighted by Mr Raymond Cox, chairman of a CTPA packaging committee, who first pointed out the UK's lack of specific legislation. It was an area in which the CTPA endeavoured to assist members through a continually updated manual. Mr Cox went on to give examples affecting manufacturers in specific areas. First, minimum content marking was covered by two pieces of legislation which would appear to be contradictory — Article 6.1 (b) and the Solids Directive. Mr Cox explained that, technically, 6.1 (b) called for marking of nominal weight or volume down to zero, while the Solids Directive set a lower limit of 5ml or 5g; in practice the lower limit of 5g or 5ml has been accepted. However, Greece, having

entered the EEC, decided to implement 6.1 (b), thus other members would have to reassess their position.

Mr Cox also spoke about the Prescribed Quantities Directive which is in the process of becoming mandatory in EEC countries with the exception of the UK. Although the UK authorities favour such legislation, they would rather see it on a voluntary rather than a compulsory basis. Next the speaker commented on a problem that had arisen with deodorant sticks — whether content marking should be in grammes or millilitres. It has been agreed that solids and powders should be expressed by weight while liquids and pastes were expressed by volume. However the French had decided to label the quantity in millilitres since the sticks were packed in the liquid form. Other member countries agreed with this, while Britain still recorded the quantity in grammes. Mr Cox said this was one example where the UK was "in step" with everyone else "out of step."

Mr Cox then turned to unit pricing. The CTPA, the UK Government and COLIPA were against the concept because it did not "crack any trade barriers" and succeeded only in emphasising the price of a product to the consumer as the main factor, to the detriment of other factors. The Prescribed Quantity Directive was felt to offer a better approach, he said. Ingredient labelling for cosmetics has also been discussed, again the CTPA and COLIPA were strongly opposed to any moves to make it mandatory and they intended to produce a paper expressing the industry's view.

Finally Mr Cox dealt with conveyance of dangerous substances. The Health and Safety Executive had drawn up draft proposals which would require some cosmetics and hairsprays to undergo stacking and drop tests, and to comply with certain labelling requirements, such as identity number, name and address of supplier and appropriate hazard warning signs. However Mr Cox said that after consultation with CTPA it had been agreed to exempt cosmetics and aerosols up to a lower limit of 200 litres — the requirements may still apply if bulk quantities are being moved around factory premises.

During discussion a delegate recalled difficulties with an inspector abroad over EEC regulations on batch coding. The coding was supposed to be indelible and

clearly legible, according to the inspector, who had complained because he had to use a magnifying glass to read the code and suggested that the figures should be a little larger. Mr Cox said he was unaware of the word 'clearly' in the regulations and thought it was probably a question of interpretation rather than something laid down in law. Mr C. Ashley (CTPA chairman) again underlined the fact that the UK should strongly resist the move to make ingredient labelling compulsory.

Mr James Humble, chief executive of the Local Authorities Co-ordinating Body on Trading Standards (LACOTS) and director of the National Metrological Co-ordinating Unit, spoke on the role of his organisation. He explained that there are 91 autonomous authorities in the UK, each with a trading standards officer. Thus some inconsistencies were bound to occur since advice from individual officers may not agree with that from other parts of the country. LACOTS was set up in an attempt to provide a degree of standardisation. The body should also minimise duplication and save scarce public resources and hopefully enable liaison with other enforcement authorities in member states of the EEC.

One office per company

Mr Humble revealed that moves were afoot to assign each manufacturer to a single officer. This would overcome the problem of branches or subsidiaries of the same company being treated differently in different parts of the country. Manufacturers and others were urged to contact their local officer to seek advice on problems since the service was free and available for that purpose. Asked whether companies would have any choice in the matter of assigned officers, Mr Humble confirmed that would be so, since the company would know its main branch and thus the most appropriate officer.

The seminar's final session was "Counterfeiting and parasitic products from a manufacturer's point of view." Mr E.D. Snelling, past chairman CTPA, pointed out that counterfeits and "passing offs" both damaged brand image, trade relations and consumer and company morale. "Passing offs" were usually the easier to spot since the small changes made stand out, especially when compared with the genuine article. Counterfeits were more difficult, if not impossible, to detect.

Mr Snelling explained that these practices were widespread and could be detected provided they were borne in mind as a possible cause of phenomena such as unusual inquiries, consumer complaints and "drop off" in trade of certain sizes of a range. He also stressed that the evidence should be carefully preserved since the way packaging is folded, or the quality of wrapping, print, etc can provide clues. Thus destroying the packaging after examining the contents is not to be encouraged in such cases.

Vince Carratu (head of Carratu International) replied to a question about problems of prosecution overseas. He

explained that in Italy, for example, it was difficult to persuade the authorities to sue for counterfeiting. Instead a company would have to prosecute for tax evasion if the earnings for sales of counterfeited products were not being declared, or cite some similar offence. In SE Asia it is only possible to sue for direct counterfeiting; "passing offs" are totally legal and numerous examples can be found.

Mr Cyril Ashley remarked at the end

of the session that counterfeiting and "passing offs" should be borne in mind when investigating falling sales, especially when only certain sizes and lines were affected. He also repeated the view that "amateur managing director detectives" should be discouraged, since these matters required professional investigations for the outcome to be beneficial to the company concerned.

Excessive regulation in industry condemned



The licensing system imposed on the pharmaceutical industry by the Medicines Act gives the health bureaucracy a blank cheque for excessive legislation, said Mr A. Hunter, assistant regulatory controller at the Wellcome Foundation.

Speaking at the Institute of Pharmacy Management conference recently in Malta, he argued for de-regulation in the industry. Although some loosening of regulations is taking place in the US the only move seen in Great Britain has been in the CTX clinical trial exemption scheme, he said.

The Medicines Act is primarily for consumer protection, and aims to maintain quality and safety standards by controlling manufacture and distribution through a licensing scheme. A product

licence is required for each medicinal product and is granted when satisfactory clinical trials (themselves requiring a licence) are completed.

Anyone dealing in medicinals, other than as retailers and manufacturers, require a wholesale dealers licence. Here Mr Hunter made reference to the problems of parallel importing raised by the recent Maltown case. Drugs re-imported into the country may be in breach of UK labelling regulations, he said, and some companies within the industry feel that re-importing voids their liability. Lastly there is the problem of counterfeiting, which has recently been seen in the Middle East.

The most important licence required by a pharmaceutical company is the

manufacturers licence covering the processes and plant used to prepare the product. "Fees are payable for these licences, and consist of initial fees (now £2,500 for a product licence), and annual fees for both manufacturers and product licences, which are based on the percentage of turnover of medicinal products and thus can amount to large sums of money," said Mr Hunter. "The licensing scheme as it applies to the industry is practically self-financing. This blank cheque written by the industry provides a stimulant to the provision of excessive regulation, and cushions the health bureaucracy against departmental cuts."

"Should the momentum of regulatory activity in the UK ever falter there is always the ever-constant pressure from bureaucrats within the EEC who have produced directives on almost every subject," he commented. There are proposed directives on product liability and misleading and unfair advertising.

"In the area of health and safety the Europeans seem to have run riot. We have recently had directives on the classification, labelling and packaging of dangerous substances and pesticides, on major accident hazards, hazardous installation regulations as well as the notification of new substances directives which have necessitated the establishment of Ecoin and EINECS inventories," said Mr Hunter.

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 - ★ Wholesale enquiries welcome.
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MAIL ORDER FORM

Please send No. Packs of 3 doz mixed Ultra Hair Glo sprays
(as seen in advert)
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Send cheque with order to -
Jerome Russell Cosmetics Ltd

Telephone: _____, Barkingside, Essex. Tel: 01-551 1027



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LONDON ZOO

'Blatant' advertisements bring reprimand

Mr John Shousha of Bath was severely reprimanded for two "blatant" advertisements in local newspapers by the Pharmaceutical Society's Statutory Committee recently.

Sir Carl Aarvold, chairman, said the advertisements were deliberately designed to draw attention to the services, both professional and non-professional, offered by Mr Shousha and his new pharmacy in Claremont Terrace, Bath.

Both advertisements, one in the *Bath and West Evening Chronicle* in October last year, and the other in the *Bath Herald*, this May, were in breach of the Society's advertising guidelines, and amounted to grave misconduct.

Warning of the consequences of such advertising had gone unheeded by pharmacists in the past, and Mr Shousha himself breached the guidelines a second time within a few months of his first breach. Sir Carl added: "We have a very nasty sense that Mr Shousha, having thought he had got away with the first advertisement, then thought it might be worthwhile trying a second time, but in a much more cautious and discreet manner."

Mr Josselyn Hill, for the Society, said the first advertisement included a journalistic advertisement feature, and the word "chemist" or "chemist's" appeared seven times. The word "pharmacy" was used in the heading and words "medicine or medicines" were also used. The second advertisement appeared after Mr Shousha had been warned by the Society's law department about the first one, and the banned word "pharmacy" was again used.

Mr Shousha told the Committee he discussed the content of the first advertisement with the representative of the newspaper, advised him about the guidelines and insisted on the word "chemist" being blacked out of the photograph. He also asked that the editor of the newspaper should check with the Society about its content. The editor did contact the Society and was told that subject to observing certain provisions, the advertisement feature was all right.

Before the second advertisement appeared he was assured that the word "chemist" or "pharmacy" would be excluded. He approved the list of goods to be advertised, and no professional items were included. But the advertisement itself was not approved by him before publication.

Mr Michael Guy, for Mr Shousha,

said that the newspaper concerned accepted responsibility for the editorial content of the advertisement feature, but did not check back with Mr Shousha to see if this accorded with his wishes. Had the newspaper done so Mr Shousha would not have had to answer the Society's allegations.

Security lapses

Two pharmacists of "high repute" were admonished by the Committee for security lapses discovered after burglaries at a Durham chemists last year.

Misconduct was found proved against Mr Donald Pedley, manager of the pharmacy in Park Road, South Moor and Mr Harry Dixon, of Beaconsfield Road, Low Fell, Gateshead, superintendent pharmacist of Dixon and Spearman Ltd.

The South Moor shop is one of seven owned by Mr Dixon's company, and it was alleged that he had failed to take advice to prevent a burglary in September last year. The police had warned him about security following the theft of Controlled Drugs the previous April, the Committee heard. Mr Pedley, of St Julien Gardens, Newcastle, appeared before the Committee as a result of a conviction last January for failing to keep safe custody of Controlled Drugs.

Mr Josselyn Hill, for the Society, said that investigations into the April break-in disclosed that the keys of the Controlled Drugs cabinet had been left in the lock. Mr Pedley, however, was on holiday at the time, having left the pharmacy in charge of a locum.

When the Controlled Drugs cabinet was raided in September last year there was no sign of it having been broken into, and Mr Pedley agreed that he might have left it open.

Detective Sergeant Richard Burton, of Durham CID, told the Committee that when Mr Pedley returned from holiday he was informally warned, as the pharmacist in charge, to be more aware of the security of Controlled Drugs.

After the September break-in, the police could find no sign that the cabinet had been forced, and the lock was working normally. Mr Pedley said he assumed he had left the cabinet unsecured. He had the keys in his case when he arrived on the morning after the break in.

Mr Burton added that the area had high unemployment, and premises in general were vulnerable to attack. Normally, cabinets were "jimmied"

open. The thieves told him they "thought it was their birthday" when they found the keys in the cabinet.

Mr Pedley told the Committee that he took responsibility for what happened during the April break-in, but he could not keep a check on the locum's security procedures. Afterwards, he took extra care to ensure that the cabinet was locked, and following the September break-in the locks were changed. When he left the pharmacy on the day of the September offence, he locked the cabinet and took the keys with him as far as he knew. But there was just a possibility that he might have left the cabinet open, or the thieves responsible for the first break-in may have taken an impression of the keys.

Mr Dixon said that Mr Pedley was the unfortunate victim of circumstances. If anyone was to blame it was the firm because it had failed to make the premises secure. The shop had been broken into four times between April and October last year, and after the fourth entry they had hopefully made it impenetrable.

'Competent, reliable ...'

Society inspector Mr Stanley Booth said Mr Pedley was a competent, reliable and honourable pharmacist and Mr Dixon had always run an excellent pharmacy.

Sir Carl Aarvold, chairman said the Committee was very conscious of the high repute of Mr Pedley and Mr Dixon, and was satisfied that their high standing had been well earned. It was sad that this mark must be recorded against them. But the Committee had to take into account the tremendous importance, particularly in difficult areas, of trying to prevent drugs open to abuse from falling into unauthorised hands.

Unsupervised sale

A West End pharmacy firm and its superintendent pharmacist were reprimanded for permitting the unsupervised sale of Pharmacy medicines.

The Statutory Committee was told that John Harley Ltd, of Queen Anne Street, London W1, and a director, Mr Geoffrey Simmonds, appeared before them in October 1981 as a result of convictions at Marylebone Magistrates Court in May 1980 when they pleaded guilty to four charges of selling Pharmacy medicines without the supervision of a pharmacist. The company was fined £600 with £40 costs and Mr Simmonds was fined £400 with £40 costs.

In November that year the company was fined £100 with £25 costs after pleading guilty at Richmond-on-Thames Magistrates Court to unlawfully using the

Continued on p892

NEW

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Fluocinonide 0.05% w/v

Trademark

Scalp Lotion

The 'Metosyn' range of products now consists of FAPG Cream, Ointment and **new Scalp Lotion**.

Presentation of 'Metosyn' Scalp Lotion

30ml glass bottle in a carton together with a special "squeeze" applicator at a basic N.H.S. Price (Trade) of £2.30.

N.B. Please dispense in original carton which has instructions for the patient.



'Metosyn' is a Trademark

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Because of this you prefer to recommend products that not only meet high standards but also satisfy a patient's specific needs.

So when your advice is sought, remember that one product range fulfils these requirements more than any other. The Hollister* range.

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HC468



The battery with twice the power now comes in threes.

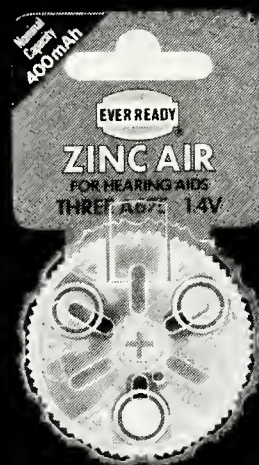
These Zinc Air batteries are a welcome sight for the hard-of-hearing.

Independent tests (IEC 86-24009) have proved that they last twice as long as Mercury RM675H batteries. So the inconvenience of changing batteries is halved. Zinc Air perform better, too, because their power remains constant far longer than mercury batteries.

And now they're available in this distinctive red dial pack dispenser with 3 Zinc Air batteries, giving the same life as 6 mercury batteries, and the convenience of a pack your customer really wants.

Only Ever Ready make a full range of both Zinc Air and mercury hearing aid batteries. See your van sales rep. or wholesaler for details.

Ever Ready Zinc Air. You'll be glad you heard of them.



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POWER TO YOUR SALES**



Complaint for 'jumping gun'

title "chemist" in connection with the sale of goods at its branch at The Quadrant, Richmond.

Mr Josselyn Hill, for the Society, said the company also faced a complaint from the Council of the Society that it "jumped the gun" by dispensing prescriptions at its premises at High Holborn, London, before they were formally registered.

He said an application to register the premises came into affect on March 20, but there was evidence that the pharmacy had been dispensing prescriptions since March 11. The Committee decided to adjourn the case for 12 months.

In July this year the company and Mr Simmonds again appeared before the Committee to answer complaints about retail sales of medicines taking place while the business was not under the personal control of a pharmacist at its branch at Queensway.

The chairman, Sir Carl Aavold, said the Committee was satisfied that there were certain laxities of supervision by Mr Simmonds. As a professional man he should have realised that it was not good enough merely to give instructions to his staff. It was essential to make sure that the pharmacies were properly conducted and that his instructions were faithfully carried out.

Allegation dismissed

The Committee dismissed an allegation of misconduct against a West Wickham pharmacist. However, it directed that Mr Patrick Logan of Beckenham, Kent, should be reprimanded as a result of his conviction at Croydon Crown Court in November 1981 when he was found guilty of four charges of allowing Pharmacy medicines to be sold without the supervision of a pharmacist at his Croydon Road, West Wickham premises. Mr Logan was fined a total of £100 and ordered to pay £50 towards the costs.

Miss Katrina Wingfield, for the Society, told the Committee at a hearing in September that the present hearing arose as a result of those convictions. She said that in March, 1980 test purchases were made of medicinal products not on the General Sales List by Mrs Ruth Fowler, who was acting as an agent for her husband, Mr Vincent Fowler, one of the Society's inspectors. Mr Fowler also made purchases that day, a Saturday, and the couple were served by a 15-year-old shop assistant who was unsupervised.

Mr Logan had told the Committee he owned four pharmacies and all his staff were told they should comply strictly with the regulations. His regular pharmacist at West Wickham was ill that day and he was at that shop when he received a phone call

from Dr John Nally, a medical practitioner, asking him to make an urgent delivery of oxygen and antibiotics to a patient.

He said he waited until 12.35pm before setting off to collect the oxygen from his Drury Lane premises because by that time all the dispensing at West Wickham would have been completed. Before that incident he said he had complete confidence in his dispensing assistant at West Wickham, who was expected to remain at the pharmacy throughout her lunch hour. But he now understood that she had gone out for lunch that day leaving a young girl assistant in charge.

No action taken

The Committee took no action against a North London firm and its superintendent pharmacist for the unlawful sale of three medicines two years ago.

The company, M. Green (Aucklands Pharmacy) Ltd of Ballards Lane, N12, and the superintendent Mrs Rekha Shah, appeared as a result of the company's conviction on three charges of unlawfully supplying Prescription Only Medicines, not in accordance with a prescription. The company was fined a total of £750 and ordered to pay £200 costs at Highgate Magistrates Court in January.

Mr Josselyn Hill, for the Society, told the Committee that two of the Society's inspectors visited the company's pharmacy in November 1980 and their inquiries showed that three Prescription-Only Medicines had been sold without prescriptions. Two slips of paper recorded sales to people going abroad, and the pharmacist concerned thought they were export sales. A third slip recorded an emergency supply but some of the Society's guidelines for emergency supplies were not complied with.

Mrs Shah said in evidence that she was not personally involved in the three sales. Mr Hasmukh Shah, the pharmacist who made the sales, had been qualified only a few months at the time. She had instructed him in the law regarding emergency supplies but not the export regulations. They did not export medicines every day in the normal course of business and the occasion never arose for them to discuss this. But he would have learned about the export regulations during his training.

The Committee's chairman, Sir Carl Aavold, said the offences were certainly not the most serious to come before the Committee. But it was important that the POM regulations should be strictly complied with and it was equally important that the rules for the export of drugs should in no way be abused. The Committee, however, felt that these aspects had been drawn to the attention of the company and Mrs Shah by the proceedings at the magistrates court.

BOOKS

Handbook of non-prescription drugs. American Pharmaceutical Association, Washington, DC 20037. 22½ × 28½ cm. Pp xxxi + 682. \$45. The 34 chapters cover physiology, etiology, symptoms, assessment and treatment of the common medical conditions the pharmacist is likely to encounter. The text also includes two new chapters: one reviews the history and current status of FDA review procedures, the other, "Patient assessment and consultation," focuses on the pharmacist's responsibility to patients who opt for self-diagnosis and self-medication. Emphasis is placed on those high risk groups who require more extensive care and follow up.

Trade names, generic names, disease states and symptoms are cross-referenced in the index. An eight-page section featuring colour plates of common dermatological and oral conditions along with anatomical illustrations, has also been added.

HEALTH CENTRE NEWS

■ A new health clinic is to be built in the grounds of Croft House at Ossett, West Yorkshire. Croft House, the present clinic, will be demolished when the new one is operational around Spring 1984. There are rooms for up to three general practitioners which have not yet been taken up.

■ An £827,837 contract has been awarded for the two-storey Mawbey Brough health centre, at Vauxhall, for South East Thames RHA.

■ North West RHA plans a distributive pharmacy building at Withington Hospital, Nell Lane, Withington, Manchester.

■ Paritosh Rumar Bhadura of 235 Wigan Road, Ashton-in-Makerfield is seeking outline approval for a health centre for doctors, a health clinic, dispensary and a community centre to the north of 206 Garswood Road, Garswood, nr Wigan.

■ Northumberland Health Authority is to build a new health centre at St John's Road, Bedlington Station, Northumberland.

■ Leeds Western AHA is seeking approval for a detached two storey clinic at Victoria Road, Church Street, and Morris Lane, Leeds 5.

■ Durham County Council wants to erect a home for the elderly, a day care unit for elderly, sheltered housing, a child psychology unit and a health authority clinic in the centre of Annfield Plain, co Durham. Tenders are being invited for the work on the two storey complex.

From Britain's No. 1 The neatest new idea

The cotton wool market is worth over £20m and growing.

Now, the market leader, Robinsons of Chesterfield, is taking its already highly successful range of products and bringing them under one new brand name.

Soft & Pure. With the same superb soft and pure qualities that have made Robinsons Britain's number one suppliers of cotton wool products. But with more shelf distinction. More customer appeal. And more sales for you.

Soft & Pure Balls, Pads, Pleats and Rolls are on the market from September with a national launch, heavy national advertising support and special promotions. New launch packs of cotton wool balls will include a FREE sample of Astral lotion with a 5p off coupon for next purchase.

Stock now to get your share of this big and growing market.



manufacturer: a in cotton wool.

Soft & Pure cotton wool balls

Available in white and coloured,
in three sizes and made from 100%
pure cotton wool.

Soft & Pure rolls

Available in handy and economy
sizes.

Soft & Pure cosmetic pads

100% pure cotton wool.

Soft & Pure pleats

In two sizes with new, easy to use
drawstring bag.

Neatest new idea in pleats.



Robinsons of Chesterfield

Wheat Bridge, Chesterfield,
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Tel: 0246-31101 Telex: 547320.

Northern advisory committee proposal shelved

Proposals to appoint an advisory committee within the Northern Health and Social Services Board have been shelved the October meeting of the Council of the Pharmaceutical Society of Northern Ireland was told.

A letter from the Chief Administrative Officer of the Board was read stating that arising out of difficulties within the Board area at Kells, co Antrim, it had been proposed to appoint an advisory committee consisting of a pharmacist, a medical practitioner and a representative of the Law Society to resolve the matter. The British Medical Association had not nominated a person to serve on the committee and the Board had had to abandon its objective. (The problem concerns difficulties between a doctor, and a pharmacy which opened in the village over a year ago. The doctor in question has so far not given up his dispensing practice, and is reported to have said his practice will not be viable if he cannot dispense.)

Reference was made to the case of a pharmacist who had been offered accommodation in a building by a doctor who intended to provide general medical services there. Mr Kerr pointed out that the terms of service of pharmacists providing a pharmaceutical service required the approval of the relevant health board before general medical and pharmaceutical services could be provided at the same building. The secretary was instructed to write to the doctor and to the health board concerned pointing out the Council's views on business associations between doctors and pharmacists. Mr J. Harvey Galbraith was elected president, Mr Gordon W. McGlaughlin

vice-president and Mr G.E. McIlhagger re-elected treasurer.

Proposing Mr Galbraith's election, Mr McDonald said he had proved an excellent vice-president last year. There were some important matters requiring the Council's attention in the coming months and he was certain Mr Galbraith would obtain the support and co-operation of every member of Council. Mr Dillon seconded the proposal which was passed unanimously. Proposing Mr McGlaughlin's election, Mr Galbraith said he had considerable experience of both community and hospital pharmacy and he considered himself fortunate to have such a capable deputy. Mr Kerr seconded the proposal which was passed unanimously.

Mr McGlaughlin, in proposing Mr McIlhagger's re-election, said the position of treasurer had been occupied by Mr McIlhagger for a considerable number of years with outstanding success. To produce accounts year after year showing a surplus of income over expenditure was quite an achievement and it would be most unfortunate for the Society to lose Mr McIlhagger's service. Mr Hunter seconded the proposal. Messrs Goldblatt and Co. were appointed auditors and Messrs Cleaver, Fulton & Rankin solicitors to the Society.

Reports from the Finance and House Committee were adopted. These included a recommendation that the present secretary should retire on July 31, 1983 and that an advertisement for a secretary designate should be published as soon as possible, the successful applicant to take up duty on February 1, 1983 and assume the duty of secretary on August 1, 1983.

After that date the services of the present secretary would be retained in an advisory capacity.

The representatives of the Council who attended the meeting of the Irish Pharmacy Congress held at Ennis, co Clare, on October 10-13 spoke in appreciative terms of the various lectures and social functions provided.

The applications of the following for registration as students were granted:- Cartmill, Robert Andrew Philip, 63 Kilmore Road, Lurgan, Craigavon, co Armagh.

Denny, Julie Doris, 230 Crumlin Road, Belfast BT14 7EB.

Dunlop, Irene Margaret, 3 Pennyhill Drive, Dunluce Parks, Ballymena.

Falconer, Vivien Elizabeth, 7 Beverly Gardens, Kilfennan, Londonderry BT47 1PJ.

King, William Samuel Richard, Brookside, 40 Ahorey Road, Richill, co Armagh.

McClatchey, Ian Murray, 57 Edgecumbe Gardens, Belfast BT4 1EH.

Macrae, David Colin, 45 Mountcoole Park, Belfast BT14 8JR.

Nixon, Paul William, The Manse, Bessbrook, Newry, co Down BT35 7AW. Robinson, Gail Melanie, 28 Shandon Park, Ballymena, co Antrim.

The application of Joyce Helen Lyness, 4 Elmwood Park, Lisburn, co Antrim for the restoration of her name to the Register of Pharmaceutical Chemists was granted as was the application of Kay Margaret Furness, 8 Woodland Avenue, Helen's Bay, Bangor, co Down for registration under the reciprocal agreement entered into with the Pharmaceutical Society of Great Britain.

Mr Robert H. Clarke, 51 Comber Road, Dundonald, Belfast was co-opted a member of Council to fill the vacancy caused by Mr N.D. Hall's decision not to offer himself for re-election to the Council. ■

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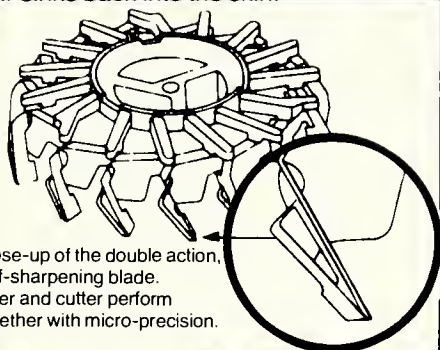
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Philishave Double Action

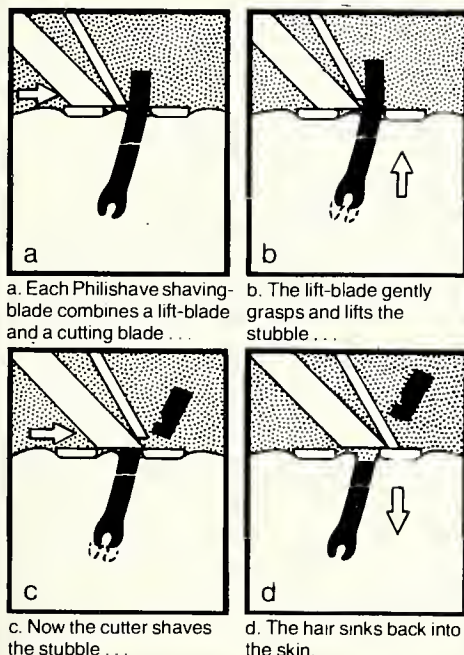
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Close-up of the double action, self-sharpening blade. Lifter and cutter perform together with micro-precision.



a. Each Philishave shaving blade combines a lift-blade and a cutting blade.

b. The lift-blade gently grasps and lifts the stubble.

c. Now the cutter shaves the stubble.

d. The hair sinks back into the skin.

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RECHARGEABLE**

QUOTE: PPS HP1319

£27.67*

The two high capacity rechargeable cells give up to 3 weeks of cordless shaving. To recharge, just connect the shaver to the charging unit and plug into the mains.

- Three new 15 blade Rotary Double Action Cutters.
- Self sharpening blades.
- New 90 slot floating heads.
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- All operational elements clearly arranged on front panel.
- New prestigious travel case.
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* EXCL VAT

PHILISHAVE DOUBLE ACTION RECHARGEABLE

- Three new 15 blade Rotary Double Action cutters
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- New prestigious travel case with leather finish
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QUOTE: PPS HP 1318

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- Large trimmer for sideburns and moustaches
- New prestigious travel case with leather finish
- Voltage selector for world-wide use
- Detachable black coiled flex for convenient use and easy storage

QUOTE: PPS HP 1601

£27.67*



HP1318

HP1601

HP1602

PHILISHAVE DOUBLE ACTION DELUXE

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- Large trimmer for sideburns and moustaches
- New prestigious travel case with leather finish
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QUOTE: PPS HP 1602

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WHOLESALE**

13/11/82

LETTERS

No choice

The bulk of the range marketed by Independent Chemists Marketing Ltd (ICML) has been on the market for approximately 15 years, being originally introduced by NPU Marketing Ltd. From that time I have been a strong supporter of the concept of a range of goods, of good quality, packaging, realistic price, and not available in Boots, grocers, etc.

From the original method of distribution by one firm (Maws), the company was forced to change to a series of franchised wholesalers, who now also distribute consumer goods at keen prices on behalf of ICML. From April last my local distributor, Martindale Ltd, have insisted on payment net 30 days, otherwise a surcharge has been imposed, but it was not until my first statement on purchases made some three months later than that date, that I learned of the new terms. To Martindales' credit, they did not insist on the charge for that particular order.

I realise that times have changed and

wholesalers have to limit the amount of credit allowed, but in the case of the ICML franchise there is no other source, there is no extra discount from the wholesaler, and the situation which brought about the necessity for discounts and consequent strict payment terms in the distribution of "ethicals" just does not hold in this take-it-or-leave-it attitude. ICML is supposed to be designed to support the entire spectrum of pharmacies. Can it nowadays afford to do so?

R. Jackson
London WC1

Loss leader

Having been on the Register for over 40 years, I am now sitting back and watching the new generation of pharmacists with amazement and amusement. After spending years qualifying they now wish to delegate the job of dispensing prescriptions to unqualified labour — for which they as proprietors pay — and act themselves as unpaid medical advisors. Not content with that, they now wish to

pay an advertising firm to publicise this fact.

Might I suggest to these young men that they write to the BMA and ask them to pay for the NPA advertising campaign? After all, we will be doing some of the doctor's work, unpaid, for them, so why not?

Finally, our local Post Office has a printed notice. It says "This is your local sub-Post Office — use us or lose us." I think the NPA could save pharmacist proprietors an awful lot of money if their advertisements used just those words — "This is your local pharmacy. Use it or lose it."

Conscript

Swan song

When the possibility of Great Britain joining the Common Market became a reality I was delighted. I saw through my rose-coloured spectacles me becoming a respected and affluent member of the community, as were my fellow pharmacists in France, Germany, Holland and Italy. They were enjoying a closed-



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shop situation where medicine was to be purchased only in a pharmacy, and silly me thought that we here would eventually enjoy the same privileges.

Not so. In fact just the opposite, now we have supermarkets, drugstores, corner shops and any Tom, Dick or Harry all selling medicines. Who then do we thank for all this? Basically the various governments, because legislation allows it. And who do we community pharmacists look to for safeguarding and protecting our profession? The Pharmaceutical Society and National Pharmaceutical Association which have both failed us miserably, the latest nails in our coffins being doctor dispensing and leapfrogging. The latter is not just by pharmacists, but by entrepreneurs with the aid of employee pharmacists.

So what do we get while this is going on? A letter with lip service from our president — be a good boy, be nice to your customers and proud of your pharmacy — while you still have one to be proud of.

Thank goodness I have retired and that this is my swan-song. All I must do now is to subscribe to the establishment annually in order to have a work permit to enable me to do a day's locum a week.

A.L. Bartlett
Hamble, Southampton

Data on deaths

In your issue of October 30, you perpetuate the absurd claim made in the book "Cured to Death" that "more people are killed each year by prescribed

drugs than by accidents on the road".

The authors of "Cured to Death" arrive at this conclusion from a monstrous manipulation of data contained in a paper published in the *British Medical Journal* (1974, 1, 501) by Professor R. H. Girdwood, then professor of therapeutics at Edinburgh Hospital.

The Association of the British Pharmaceutical Industry drew the attention of Professor Girdwood to this misrepresentation of his data and your readers may be interested in an extract from the letter that Professor Girdwood has written in reply: "It is about as sensible to transfer data, relating to drug overdosage with isoprenaline given by inhalation, to deaths following the taking of, let us say, phenylbutazone by mouth, as it is to suggest that people should not fly over Europe today because fighter planes were shot down there during the second World War. I mean by this that we are dealing with totally different sets of circumstances in each instance . . .

"Thank you for drawing my attention to this inaccurate suggestion about how figures for mortality after the taking of drugs might be calculated.

"I hope that nobody takes the figures too seriously, since deaths from the taking of drugs in the correct dosage are relatively rare, whereas very many lives are saved by modern drug therapy."

The latest official Government statistics for 1980 show that 5,905 people were killed in road accidents and there were 428 drug-related deaths including accidental poisoning.

This "Cured to Death" claim of 10,000-15,000 deaths a year from adverse

drug reactions is deception and should be condemned as such.

P. F. Lumley,
Public affairs manager, ABPI,
London SW1.

Vacuum filled

Over the past few months Xrayser has repeatedly bemoaned the lack of good sales representation and the problem facing manufacturers when dealing with the smaller retail chemist.

However, there does exist an alternative and this is the specialised distribution services offered by companies such as Dendron, who consider it their business to call on retailers and accept orders for small quantities of individual items. Naturally there must be an economical limit, but I believe that even Xrayser would be agreeably surprised at the low threshold for a direct order.

As the major companies withdraw their services to the independent retailer, in true entrepreneurial fashion specialist companies expand to fill the vacuum and to provide a service which is specifically geared to the retailer.

N. S. Halsby,
Marketing Director,
Dendron Ltd,
Watford, Herts.

NEWS EXTRA

Successful year for Queen's students

Pharmacy students and recently qualified pharmacists from Queen's University, Belfast were urged to become proficient in communicating the purpose, nature and method of administration of prescribed medicines, both verbally and by the medicine label by Mr R. J. G. McDonald, then president of the Pharmaceutical Society of Northern Ireland, at the prize-giving ceremony recently.

The learning process would be continued "through experience in dealing with every day problems in face to face situations with patients . . .," he said. However, graduates could only effectively keep up with drug development and innovation through attending continuing education courses.

The prizes were presented by surgeon, Sir Ian Fraser, on October 20 (for details of prizewinners see *C&D*, October 9, p649). He said the tradition of expertise in

knowledge relating to drugs, established in times past by such people as Sir William Whitla who wrote a "Dictionary of Treatment", persisted today in the teaching and practice of pharmacy in Northern Ireland.

Pharmacy department

Professor P.F. D'Arcy summarised the work of the department of pharmacy during the preceding year. Thirty-nine students had graduated in the final BSc (Pharmacy) examination; 10 students gained 2nd class honours (division 1), 20 gained 2nd class honours (division 2), five gained a 3rd class honours, and four students graduated with a pass degree at honours level.

The department had been equally successful with higher degrees; Mrs Eleanor Hutchinson gained her PhD in pharmaceutical microbiology and Mrs Anne Delargy gained her PhD in pharmaceuticals. Six other postgraduate students were well advanced in their studies and were currently writing-up their theses. In addition, three candidates for the MSc degree in hospital pharmacy had passed the theoretical part of their examination and having submitted their research dissertations were awaiting their oral examination.

Three new students had entered the MSc course, Miss Kay Furness, a

pharmacy graduate from Manchester University; Mrs Collette McBride, a former graduate from the department, who had been seconded from the pharmacy at Belfast City Hospital to take the degree course, and Miss Jill Stevenson, again a former graduate from the department, who had been seconded from the Royal Victoria Hospital. Mrs Clare Passmore, a former graduate, Mr Brian Cheyne, a pharmacist in the DHSS had also recently joined the department as part-time students to read for an MSc by research.

Professor D'Arcy reported a new innovation — a joint experiment, as it were, between the department of pharmacy and the Eastern Health and Social Services Board. There has been a joint agreement to second senior hospital pharmacists back to the department on a part-time basis to carry out research for a PhD on a selected aspect of hospital pharmacy practice. The first three pharmacists had already registered with the University, they were: Mr N.C. Morrow (Ulster Hospital), Mr J.D.G. O'Hare (Purdysburn Hospital) and Mr L.W. Pielou (Ulster Hospital).

The total publications (books, reviews, research papers and communications) produced by the department in the preceding academic year had been fruitful and numbered 38.

At a small processing laboratory in the Welsh town of Haverfordwest, Ronald and Doreen Williams are celebrating their winning of the Kodak Gold Award for Quality.

Their company, R.H. Williams, has won it for the period May to August, 1982.

Ronald was originally a professional photographer based in Neath, who moved to Haverfordwest 28 years ago.

In the 60's he decided that colour prints were the thing of the future and jumped on the bandwagon. His lab, which is behind the shop in Market Street, was built 17 years ago to Ronald's own design.

Ronald says that he processes around 30,000 films a year some of which come over the counter of his photographic shop, the remainder from his R.H. Mail Order Film Service.

The success of R.H. Williams is due to the dedication of Ronald, the support of his wife, Doreen, and their quest for top quality D & P.

Four for Silver.

Congratulations are also in order for the following laboratories who have earned the Kodak Silver Award for Quality based on their results for August and September: Belmont Photo Works Limited, Belfast;

Munns Brothers Limited, Birmingham.

The Silver Award is presented to Photofinishers achieving the Kodak Poir Standard for two consecutive months.

The new line up for Gold and Silver.

Meanwhile, labs are lining up again for the big awards. The Table of Merit for quality photofinishing on 'Kodak' Paper during September 1982, shows that consistent quality continues to pay dividends.

Table of Merit for September 1982.

Belmont Photo Works Limited, Belfast;
Forest Photographic Limited, London;
Grunwick Processing Laboratories Limited,
Borehamwood (Darkroom Service);

Thomas Litster, Peebles;
Munns Brothers Limited, Birmingham;
Napcolour Limited, Chester;
Photographic Services (NW) Limited,
Wallasey;

S.H. Shayler Limited, Carterton;
R.H. Williams, Haverfordwest.

A reminder about the Kodak Award for Quality.

The competition is open to all independent photofinishers who use Kodak 'Ektacolor' Paper and formulated chemicals.

Congratulations to

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Borehamwood (Darkroom Service);
Thomas Litster, Peebles;

Kodak and its subsidiary companies are excluded.

All photofinishers who regularly and



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scheme, which runs from April to December, 1982.
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The cons and pros of Sunday opening

Home Office Minister Timothy Raison has confirmed the Government's tacit support for changes in the law governing Sunday trading. The matter is still to be left to a private member's Bill, but talk in the last session of "benevolent neutrality" has been replaced by promises that such a Bill will receive a "fair wind."

Mr Raison was speaking to an audience of retailer and consumer representatives at last week's shop hours conference, chaired by the Retail Consortium at Leicester University.

The Minister questioned whether use of the criminal law was justified in the regulation of shop hours. The existing Act failed on two crucial tests — credibility and enforceability.

"What is criminal under the Shops Act is not inherently so, but only by reference to the time at which it takes place. The Government's judgment is that this can no longer be regarded as a satisfactory ground for invoking criminal law" he added. Challenged by Mr H.W. Benoy of the Association of District Councils that changes in the criminal law should be a matter of Government responsibility, Mr Raison replied that Sunday trading was a subject which cut across normal party boundaries, and the Government felt it best that individual members be allowed to vote according to conscience. He pointed out that there had been two full inquiries since the 1939-45 war and said that another would achieve nothing. This was a conflict of strongly held opinions rather than disputed facts, and not something an inquiry could solve.

No free for all

Ann Everton, a Barrister and senior lecturer in law at Leicester, joined the Minister in pointing out that, even if the existing Act were to be repealed altogether, there need be no complete "free for all." Other legal provisions would still act to restrain unacceptable behaviour. The law of nuisance, for example, could be used to prevent excessive noise from evening opening. A properly-negotiated contract of employment could impose limitations on how long employees might reasonably be expected to work.

Heather Spencer, speaking for the Retail Consortium, accused the Government of disregarding the distributive sector's vital contribution to the economic and social life of Great Britain. Rather than let the question "go

by default", the Government should launch an inquiry which asked what controls were needed to protect the shopkeeper, shop worker or consumer, and then went on to ask what form these controls, if any, should take. She denied that this was merely a delaying tactic.

The Consortium felt that there were many questions still outstanding. Were consumers prepared to pay extra for longer opening hours? Would adequate support services, such as delivery, policing and public transport be available? Could retailers continue to attract good quality staff at management level?

In further support of the need for an inquiry, Heather Spencer pointed out that other countries have found solutions short of the removal of all restrictions, and suggested that we may profit from a careful study of their practice. This point was taken up by Joan Macintosh, vice-chairman of the National Consumer Council, who suggested looking to the Scottish example. The lack of legal restrictions in Scotland had not resulted in prices going through the roof, she said, and neither had Sunday ceased to be a special day. Allowing people to choose their own opening hours did not oblige anyone to open on Sunday, and this was "a truth which the opponents of any liberalisation choose to ignore."

She felt there had already been ample debate, and that further delay would serve no purpose whatsoever. Joan Macintosh also pointed out that the Association of District Councils were among the specialist groups calling for reform. "When the very body whose job it is to enforce the law calls for it to be recinded and condemns it as unenforceable . . . surely it is high time Parliament acted to put into effect the wishes of the people" she said.

Stan Hill, senior lecturer of economics and marketing at the University of Aston, felt it would be dangerous simply to emulate the experience of another country. The economic, social and political inputs determining shops legislation differed from one country to another, he argued, so England and Wales

must develop their own approach. There had not been sufficient research into the subject, and the Government must be urged to take a positive role and reject "legislation by opinion poll"

John Flood, deputy general secretary of shop workers' union USDAW, repeated the union's call for a full Government inquiry. USDAW had already offered to take part in such an inquiry, and the union working party set up by their 1982 delegate conference would be ready to report in the Spring. He accepted the need for a reformed Act, but felt strongly that the repealers should not be allowed to create "a hasty mish-mash". Mr Flood asked the reformers to consider the freedom, leisure time and family life of workers in the retail industry itself. He felt that changing the law was unlikely to have any real effect on unemployment, with, at best, a few part-time jobs being created. The claim that longer opening hours would stimulate greater demand was "literally and economically incredible", demand for the retailer was determined not by how long the shops were open, but by how much people had in their pockets.

Specialists' decline

Dewhurst managing director, Colin Cullimore, felt the danger for the consumer lay in the probability of a free-for-all on Sunday trading leading to superstores in out-of-town locations, together with smaller multi-commodity traders, combining to reduce the turnover of the specialist. "If as is likely, the number of specialist retailers drops, then the consumer will gradually face up to the necessity of having to go to a multi-commodity trader in order to buy his or her specialist goods — and this will result in a loss of expertise and a decline in the level of service currently enjoyed . . . Bills such as those of Sir Anthony Meyer and Lady Trumpington are dangerous because they deal only with part of the complex problem."

Mace Marketing Services chairman Ken Croome felt that the freedom asked for by the reformers was merely the freedom to decide when someone else should work. The retailer would be left no freedom as, if his competitors opened, he would be forced to follow suit. With millions out of work, shop employees would have no real choice either, and would be forced to work on Sunday whether they wanted to or not. The principle at stake was that Sunday be retained as a day of rest for the whole population, rather than only for a lucky few.

Mr Croome did, however, recognise that the law as it stood required changing. Accordingly, the Voluntary Group Association — of which Mr Croome is

chairman — recommends that Sunday opening be allowed, at the discretion of the owner, for shops of 3,000 sq ft or less. The need for Sunday opening would vary from area to area, so the individual shopkeeper was the best person to make the decision, but this should apply only where there was little extra labour involved.

Dave Davidson, speaking for the National Chamber of Trade, proposed that the existing Act be repealed, and a new one created. The new Act would allow shops to open a maximum of 60 hours per week. Within this limit shopkeepers would be free to decide their own opening times but any additions would have to be licensed by local authorities. Certain trades would be able to apply for special consideration. The NCT is currently draughting a Bill containing their full proposals.

Ian Anderson, department store director of trading at the John Lewis Partnership, felt relaxation of the existing law would lead to a reduction in the quality of retail service. If Sunday trading were introduced, the only benefit to the public at large would be additional hours of access — all other changes felt by the consumer would be for the worse, he said. The higher the general standard of shopkeeping, the more expensive Sunday opening would be. Abolition of the Act would therefore discriminate against the best retailers. Sunday opening would be

“progressive and irresistible”, it would start at the bottom of the quality scale, and work its way up as each successive layer felt sufficiently threatened to join in. Freedom to choose was therefore an illusion, and the libertarians were actually handing out large doses of compulsion.

There would also be a shift of employment from full-time to part-time staff, leading to a corresponding decrease in competence. The supposed benefits of Sunday trading were petty by comparison, and not worth the price. “If you want a Sunday that is different you have to enforce it in statutory terms or it will whither away”, he concluded.

Nods and Winks

Labour MP Ted Graham, who headed the list of MPs who recently tabled an early day motion calling for a Government inquiry (*C&D*, October 23, p727), pointed out that it was parliamentary tactics which defeated Lady Trumpington's Bill in the last session. This meant that the only way for the reformers to make substantial progress would be with the active support of the Government to promote discussion of the matter, following which the Home Secretary should propose changes in Government Bill. “Nods and winks, talks of fair winds and benevolent neutrality are no substitute for leadership,” said Mr Graham.

He felt a free-for-all on Sunday trading would result in a bitter trade war. “The

purpose would be clear — to capture a greater share of your competitors' trade as well as hanging on to your own.” This would lead to many retailers disappearing from the suburbs and the small community as well as from the high street, and the elderly, the infirm and those forced to rely on public transport would therefore suffer. Mr Graham and his fellow labour MPs now intend to begin canvassing for support for their motion among other parties in the House, believing that an all-party call for an inquiry may be the only way to get the Government to change its mind. ■

□ A back bench motion on Sunday trading, tabled on Wednesday as *C&D* went to Press, attracted 103 signatories.

It expressed concern that the possibility of a change in the Shops Act 1950 resulting in the abolition of all restrictions on retail trading on Sundays would lead to a free-for-all in defence of market share and higher cost to consumers.

The motion regrets that despite earnest representations from all categories of retailer, the Home Secretary has declined to hold an inquiry into the social and economic effects of unlimited Sunday trading. It calls on him to reverse this decision so that all interested parties — consumers, workers, retailers and local authorities — can make their views known. Also to see whether a comprehensive solution is possible.

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Good results for May & Baker in first full report

May & Baker Ltd, publishing annual results in their own right for the first time, show turnover up 22.7 per cent at £196.863m, and profits "significantly ahead" at £10.757m in the year ended December 31, 1981.

M. J-M. Bruel, chairman of the group points out that these results represent considerable progress, given that they were achieved against a backdrop of world recession. The profit figure was reached after expenditure of some £12m on research and development. Exports contributed around 67 per cent to May & Baker's group turnover.

The pharmaceuticals division is said to have enjoyed an "excellent" 1981, with worldwide turnover up by 18.1 per cent. A number of new product launches took place overseas, while in the UK the successful relaunch of Anthisan, Brulidine Brolene, Anthical and Avomine as OTC self-medication products is said to "indicate a new market segment which will be expanded and extended to other

major territories."

Sales in the fine chemicals division fall into three product areas. Industrial chemicals showed little growth, being mainly dependent on the UK market. Laboratory chemicals recorded some growth, mainly in overseas markets, and now account for nearly 60 per cent of the division's business. The largest sales increase in the division came from photographic products, however, where turnover rose 17.1 per cent. Overall the fine chemicals division increased sales by 8.7 per cent. Sales of Rhone-Poulenc products through May & Baker increased by 30.7 per cent in 1981.

Agrochemicals is the fastest growing of the group's operations, with a sales increase of 26.5 per cent in 1981. Turnover in this division has doubled in the past three years. This growth is expected to continue, with sales overseas exceeding those in the UK for the first time in 1982.

to marketing, and will work with volunteers to investigate how the body handles drugs.

D.D.S. will employ 20 people — six full time and 14 on a supplementary basis. Profits will be used to fund further research in clinical pharmacology.

The centre is the brainchild of Professors James Crooks and Ian Stevenson of Dundee University who are joined on the board by Dr Ian Sword, managing director of Inveresk Research International. The chairman is Dundee businessman Mr Pat McPherson and the medical director will be Dr John McEwan, currently medical director at Hoechst UK.

for January to March 1983 will be able to deduct 3 per cent from the total of their NIC and NIS payments for 1982-3. The benefit, for private sector employers only, is expected to be about £350m in 1982-3.

From April 6, 1983, full Class 1 NIC rates will increase by 0.25 per cent to 9 per cent for employees and 10.45 per cent for employers. The lower earnings limit will increase from £29.50 to £32.50 a week, in line with the single rate retirement pension, and the upper earnings limit from £220 to £235. There will be similar increases for the self-employed.

Hoffman & Glaxo in US Zantac deal

Hoffman-La Roche are to become co-promoters of Glaxo's Zantac anti-ulcerant when the drug is launched in the USA. This arrangement may well be unique in the highly competitive American pharmaceutical market, and will allow for Zantac to be marketed entirely under the existing brand name, but under joint promotion from the two companies. Approval for Zantac from the US Food and Drug Administration is expected in early 1983.

Glaxo, who are at pains to point out that this deal does not involve any form of licensing agreement, hope that Hoffman's greater experience and larger sales organisation in the USA, will help Zantac to gain early and quick penetration to the American market. The drug is initially to be exported in dose form from Great Britain, but eventually production is to be transferred to a new Glaxo factory in North Carolina, expected to be completed by early 1985.

Barclays launch new prestige card

Barclays Bank have launched a new credit card for high income earners. The Premier Card is available to both Barclays customers and non-customers, and carries no pre-set spending limit. Minimum salary for applicants is £20,000 and the card has a built-in overdraft facility of £7,500. Premier Cards can also be used to guarantee Barclays UK personal cheques up to £50. Holders can obtain local currency or travellers cheques up to the value of £250 from any of the Group's 4,725 branches worldwide, and the card can be used to obtain up to £100 per day from Barclays automatic teller machines. Retailers presented with the new card are advised to follow normal Barclaycard Visa procedure, including observation of Barclaycard's floor limit.

Organon orders on the move

The order department of Organon Laboratories will be relocated with effect from December 3. After that date all orders and associated enquiries should be directed to Organon Laboratories Ltd (Order Department), Scottish Industrial Estates, New Edinburgh Road, Newhouse by Motherwell, Lanarkshire ML1 5SH (telephone Holytown 732611, telex 777927 ORGSCO G). The head offices at Morden, Surrey will continue to deal with administrative and medical matters. Payment for goods should also be sent to Morden.

'Unique' drug testing centre opens

A new drug testing centre based at Ninewells Hospital and Medical School, Dundee, has been launched with the backing of Dundee University, the Scottish Development Agency, the Pharmacology Trust and Inveresk Research Foundation.

The service provided by Drug Development (Scotland) Ltd is described as "unique" resulting in drugs reaching the marketplace "safer, quicker and cheaper". The centre will test drugs at all stages from discovery of a new entity up

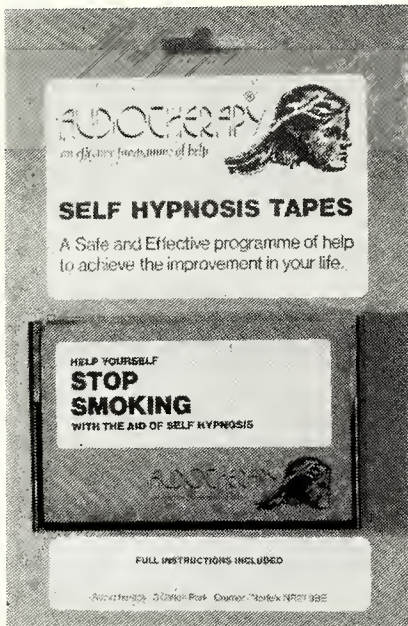
NIS reduction from next April

Increases in National Insurance Contributions and a reduction in the National Insurance Surcharge were announced in the Chancellor's autumn statement on Monday.

The NIS is to fall by a further 1 per cent to 1½ per cent next April, having been reduced already this year by a similar amount. It is proposed that part of this further reduction should be brought forward in such a way as to give the effect of a further ½ per cent reduction for the year 1982-3. Employers paying the NIS

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Ronson: Port must explain 'lost' £1m

Former head of Ronson International Mr Jeffrey Port has been given until January 11, 1983, to sign a High Court affidavit giving details of what happened to £946,000 of the company's money. Over half this sum is said to represent consideration for goods sold by Ronson to Mr Port's company Cavwain, or to be money received by Cavwain in return for acting as Ronson's agent.

The affidavit was ordered by Mr Justice Walton, on application from chartered accountants Arthur Andersen, who were appointed receivers for Ronson in July. Justice Walton rejected a plea for an adjournment from Mr Port's counsel, ordering that the affidavit must be signed immediately, as any delay may affect the receiver's chances of tracing the money. In order that he can comply with the order, Mr Port is to be allowed supervised access to Ronson International's books.

Proctor & Gamble UK profits fall

Pre-tax profits at Proctor & Gamble Ltd fell £5.091m to £791,000 in the year ended June 30, although sales increased to £262.204m from the previous year's £228.39m. As the result of a tax credit, profits after tax were at £2.6m, from the previous £5m.

The two main features of the year are said to be a worthwhile increase in

turnover and volume of the company's retail products, and their continued heavy investment in new brands and brand development — responsible for the "severely reduced" profit figure. The growth in retail volume enjoyed at a time when the market as a whole was in recession indicates "a strengthened position in the retail sector," says the company.

Product launches during the year included Pampers disposable nappies, Zest toilet soap and a freshmint variety of Crest toothpaste. "Productivity and cost control continue to be central to our operations," says the company. "Results this year reached a new peak, with a welcome effect on the margins of our established product range."

New Robins plant

A 7,500 sq m plant is to be constructed at a 29-acre site at Langhurst, Sussex, by A.H. Robins Co Ltd, due for completion in mid-1984 at an approximate cost of £9m. Two existing buildings will also be refurbished to provide 1,160 sq m of office space.

The company is currently located on three sites in Horsham which have no further extension potential, necessitating the construction of the new plant at Langhurst.

A.H. Robins is the UK subsidiary of the multinational corporation A.H. Robins Co Inc, Richmond, Virginia, USA, established in 1886. The British company, formed in 1958, celebrates 25 years of operations in March 1983 and has been at Horsham since 1961.

successful and, apart from the delegates thoroughly enjoying themselves, they found the working sessions very informative and beneficial."



The Corfu Hilton has its own white-sand beach, indoor and outdoor pools, a health club with gymnasium, solarium, sauna and massage rooms, bowling alley and two tennis courts. It is also near the centre of Corfu town and the island's golf and country club.

Full conference details, together with brochures, prices and booking forms, will be sent to members after Christmas, say the company.

Sunday, November 14
Welsh Committee for Postgraduate Pharmaceutical Education, West Wales General Hospital, Glangwili, Carmarthen, at 10 am. Study day on "Childhood complaints". Applications to Dr D. J. Bailey, Welsh School of Pharmacy, UWIST, King Edward VII Avenue, Cardiff (telephone Cardiff 373165).

Monday, November 15

Mid Glamorgan East Branch, Pharmaceutical Society, The White Hart Hotel, Pontypridd, at 8 pm. Dr W. M. Annear on "A tour of the Far East". Buffet supper.

North Metropolitan Branch, National Pharmaceutical Association, Postgraduate medical centre, Chase Farm Hospital, Enfield Ridgeway, Enfield, at 8 pm. Mr W. A. G. Kneale on "Community pharmacy in Europe".

Plymouth Branch, Pharmaceutical Society, Lecture theatre, Medical centre, Greenbank, at 7.30 pm. Dr Hunter, consultant, Derriford Hospital on "New developments in management of diabetes mellitus". Buffet supper.

Tuesday, November 16

Edinburgh & Lothian Branch, Pharmaceutical Society, Lecture Room 11, Heriot-Watt University, Riccarton, at 8 pm. Mrs Rae Ward, consultant dietician, Coeliac Society, talks at joint meeting with students.

Epsom Branch, Pharmaceutical Society, Bradbury postgraduate medical centre, Epsom District Hospital, at 7.15 pm. Joint meeting with local doctors, "The doctor, the pharmacist and drug information". Speakers: Professor C. F. George, professor of clinical pharmacology, University of Southampton and Mr D. E. Hands, principle pharmacist, drug information, Southampton General Hospital.

Northumbrian Branch, Pharmaceutical Society, Stevenson Room, Crest Hotel, New Bridge Street, Newcastle upon Tyne, at 8 pm. Major D. F. Howard, director of engineering, Tyne & Wear PTE on "The Tyneside metro".

Wednesday, November 17

Agricultural and Veterinary Pharmacists Group, Pharmaceutical Society of Northern Ireland, Lecture Hall, 73 University Street, Belfast BT7 1HL, at 8 pm. "Some guidelines on counter prescribing for small animals and pets" by a veterinary surgeon in general practice.

Mid Glamorgan Branch, National Pharmaceutical Society, Duffryn Ffrwd Hotel, Caerphilly Road, Nantgarw, Mid Glamorgan, at 8 pm. Meeting entitled "Prescribing, dispensing and pricing FP10s — any questions?". Panel comprising Dr V. Brain Davies, vice chairman LMC, Mr R. Jones, chairman LPC and Mr G. Thomas, Pricing Bureau.

Reading Branch, Pharmaceutical Society, Kennet Rooms, Civic Buildings, Civic Centre, Reading, at 7.30 pm. Dr P. J. Nicholls speaks at a working dinner on "The Shroud of Turin".

Thursday, November 18

Barnet Branch, Pharmaceutical Society, Rochfords Houseplant Centre, at 2.15 pm.

Bedfordshire Branch, Pharmaceutical Society, Bird-in-Hand, Henlow Camp Crossroads, at 8 pm. Joint lecture by Dr Patrick Keoghane and Miss Christine Mewies on "Clinical conditions requiring special diets". Buffet supper.

Dundee and Eastern Scottish Branch, Fife Branch, Pharmaceutical Society, Royal Hotel, Cupar, at 7.45 pm. Professor M. G. Stevens, University of Aston, on "The discovery of new anti-tumour agents — what role for the pharmacist?".

Leeds Branch, Pharmaceutical Society, St James's University Hospital, at 8 pm. Joint meeting with Guild of Hospital Pharmacists. Mr B. Lynn on "B-lactamase inhibitors".

Advance Information

South Western Regional Health Authority, series of courses for pharmacists. Application forms from Area Pharmaceutical Office/Area Pharmacist, or RPhO Education Department, 27 Tyndalls Park Road, Bristol. December 1 — Histamine 2 antagonists. December 2 — Antifungals. December 3 — Epilepsy — the disease and its treatment.

Lanark Branch, Pharmaceutical Society, Annual dinner dance on November 27. Details from Mr J. Young, telephone 041-771 7780.

British Institute of Regulatory Affairs. One-day meeting on December 7 at the Barbican Centre on "The biological revolution — does it register?". Details from Mrs I. White, BIRA, 13 Grosvenor Place, London SW1X 7EN.

Society for Drug Research, Chelsea College, Lightfoot Hall, Manresa Road, London SW3 on December 16. Seminar on "Fertility control in the 21st Century." Registration fee £20. Details from Mrs B. Cavilla, Society for Drug Research, Institute of Biology, 41 Queen's Gate, London SW7 5HU.

Wirral Branch, Pharmaceutical Society, Chinese banquet at Lau's New Peking Restaurant, 44 Ullet Road, Liverpool 17 (near Sefton Park) on December 8. Details from Dr J. Ford, 52 Gwendoline Close, Thingwall, Wirral L61 (at work on 051-207 3581 ext 42).

North West Thames RHA. Postgraduate education courses on alimentary tract problems and responses to symptoms, commencing at 10 am on November 21 at Northwick Park Hospital, and December 5 at the postgraduate medical centre, Queen Elizabeth Hospital, Welwyn Garden City. Further information from A. Balon, Dennis & Co, 12 Pembroke Road, London W11 3HL.

MARKET NEWS

Higher prices an illusion

London, November 9: Many items among essential oils and crude drugs have been marked up in price giving an illusion that the markets are on the upturn. In nearly every instance the cause for the rise was

COMING EVENTS

Corfu for Unichem's 1983 Convention

The Greek island of Corfu will be the setting for Unichem's 1983 Pharmaceutical Convention which will be held for one week from September 19 at the Hilton Hotel.

This will be Unichem's fourth convention for members and will be planned along the same lines as last month's highly successful conference in Cyprus, they say. There will be informative lectures, discussions and workshops, plus time to sunbathe, sightsee and relax. It will be organised by Unichem's own travel agency — Soler Touriste.

"We know we have the right formula for these conventions," says Unichem managing director, Peter Dodd. "Our recent Cyprus week was tremendously

attributable to the highly inflated value of the US dollar against sterling. Business was at a routine level producing no major feature.

A number of pharmaceutical chemicals have been increased in price including paraffin liquid and petroleum jelly; sorbitol is dearer by £100 metric ton for the powder and by £40 for the syrup. Talc is up by £50 metric ton and yohimbine by £56 kg. Offers of reserpine alkaloid have resumed.

Most spices are dearer — again mainly because of the exchange rates. Chillies once more were unquoted from any of the usual sources. Higher among crude drugs were Cape aloes, Canada and Peru balsams, cascara, cherry bark and European valerian. Canadian senega and balsam remain in short supply.

Pharmaceutical chemicals

Acetarsol: £25 kg in 50-kg lots.
Acetic acid: 4-ton lots, per metric ton delivered — glacial BPC £398, 99.5 per cent £381, 80 per cent grade pure £345; technical £324.
Acetone: £480 metric ton for 30-drum lots.
Adrenaline: 1 kg lots, base £0.40 per g; acid tartrate £0.35 per g.
Aluminium hydroxide: BP dried gel £1.70 kg in 200 kg lots.
Ammonium acetate: BPC 1949 crystals £1.11 kg in 50-kg lots.
Ammonium bicarbonate: BPC £234.77 metric ton, ex-works, in 50-kg bags.
Ammonium tartrate: Commercial £3.51 kg in 50-kg lots.
Amylobarbitone: Less than 100-kg £21.90 kg; sodium £24.20.
Ascorbic acid: (per kg) 20-kg £6.05; 500-kg £5.50-£5.78 as to source; coated £6.20 — (25-kg lots).
Aspirin: Ten-ton lots from £1.90 kg for imported material.
Atropine: (per kg in ½-kg lots) Alkaloid £220; methonitrate £205; sulphate £193.
Benzocaine: BP in 50-kg lots, £7.50 kg.
Benzoic acid: BP in 500-kg lots, £0.8801 kg.
Biotin: Crystals £5.51 per g; in 10-kg lots.
Bismuth salts: £ per kg.

	50-kg	250-kg
salicylate	12.47	£12.15
subcarbonate	7.50	7.26
subnitrate	5.73	5.59

Borax: EP grade, 2-4 ton lots per metric ton in paper bags, delivered — granular £346, powder £376, extra fine powder £393.
Boric acid: EP grade per metric ton in 2-4 ton lots — granular £507; powder £540.
Bromides: Ammonium potassium, sodium per metric ton in 50-kg lots £1,000; 250-kg lots £975; 1,000-kg £950.
Bruceine sulphate: £45 kg.
Butobarbitone: Less than 100 kg £26.20 per kg.
Caffeine: BP anhydrous £4.20 kg for 250-kg minimum.
Calamine: BP £796 per 1,000-kg delivered.
Calcium ascorbate: £7.38 kg in 25-kg pack.
Calcium carbonate: Precipitated BP £285 metric ton delivered UK.
Calcium chloride: BP powder anhydrous 96/98% £1.52 kg in 50-kg lots; hexahydrate crystals BP 1968 £1.19.
Calcium gluconate: £2.105 per metric ton.
Calcium lactate: 100-kg lots £1.37 kg.
Calcium pantothenate: £8.25 kg in 25-kg lots.
Carbazochrome: technical £60 kg; sodium sulphonate £113 kg.
Carbon tetrachloride: BP 5-ton lots in 290-kg drums £305 per metric ton.
Carotene: Beta — 10% £32.01 kg (5-kg lots); 20% suspension £41.25 kg (5-kg).
Chloral hydrate: 50-kg lots £2.85 kg.
Chloramphenicol: *levo* BP '80 £20 kg in 500-kg lots.
Chloroform: BP in 180-litre drum from £1.24 per litre for one drum lots down to £0.99 for 39 drums. In 2-litre bottle £3.20 each for 175 litres; £2.50 for 7,000 litres.
Choline: (50-kg lots) dihydrogen citrate £3.40 kg; chloride pure £4.95.
Cinchocaine: (5-kg lots) base and hydrochloride £125 kg.
Citric acid: BP per metric ton single deliveries, granular monohydrate £892; anhydrous £941 (powdered £25 premium per 1,000 kg).
Cocainol: BP 80 500-kg lots £23.25 kg.
Cocaine: Alkaloid £1,076 kg; hydrochloride £947.70.
Cyanocobalamin: per g £2.60 in 100-g lots; imported £3.25 in 1-kg lots.
Dexpanthenol: (per kg) £10.89 in 5-kg lots.
Dextromethorphan: £161.70 in 5-kg lots.
Dihydrocodeine bitartrate: £535 kg in 20-kg lots, Subject to Misuse of Drugs Regulations.
Ephedrine: (Per kg), hydrochloride £12.50 in 250-kg lots.

Ergometrine maleate: £6.36 in 50-g lots.
Ergotamine tartrate: £4.25 g in 50-g lots.
Ether: BP anaesthetic 2-litre bottle £4.42 each for lots of 175 bottles; in 130-kg drum £1,850 metric ton. BP solvent in 130-kg drum £1,340 metric ton.
Ethisterone: £280 per kg.
Ferric citrate: £5 kg in minimum 250-kg lots.
Ferrous fumarate: BP £1.40 kg in 750-kg lots minimum.
Ferrous gluconate: £2,495 per metric ton.
Ferrous sulphate: Dry £590 metric ton.
Folic acid: 100-kg lots from £63 kg.
Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £400; 85 per cent £334.
Glucose: (Per metric ton in 10-ton lots) — monohydrate £335; liquid 43° Baumé £351.50 (5-ton lots); naked 18-ton lots £290.25.
Glycerin: In 250-kg returnable drums £810 metric ton in 5-ton lots; £835 in 3-ton lots.
Homatropine: Hydrobromide £145 kg; methylbromide, £138 — both in ½-kg lots.
Hydrogen peroxide: 35 per cent £348 metric ton.
Hydroquinone: 50-kg lots £3.08 kg.
Hypophosphorous acid: (Per metric ton in 50-kg lots). Pure 50% £4,547.50.
Iodides: (Per kg) Ammonium £14.50 (50-kg lots); potassium £9.35 (250 kg); sodium £12.35 (50 kg).
Iodine: Resublimed £10.20 kg in 250-kg lots; crude 99.5% £8.50 in 500-kg lots.
Iodoform: USNF £17 kg in 50-kg lots.
Isoetharine hydrochloride: £184 kg for 1-kg lots.
Isoniazid: BP 1973 £5.00 kg in 300-kg lots.
Isoprenaline: Hydrochloride £80 kg; sulphate £75 for 1-kg lots.
Kaolin: BP natural £199.30 per 1,000 kg; light £208.10 ex-works in minimum 10-ton lots.
Lactic acid: BP 88/90% £1.80 kg in 70-kg drum.
Lobeline: Hydrochloride £1.49 gram; sulphate £1.92 in 100-g lots.
Magnesium carbonate: BP per metric ton — heavy £800; light £600-£645 as to maker.
Magnesium chloride: BP crystals £1.21 kg for 50-kg lots.
Magnesium dihydrogen phosphate: Pure £2.45 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) £1,650; 28 per cent paste £550.
Magnesium oxide: BP per metric ton, heavy £1,700; light £1,600.
Magnesium sulphate: BP £147.10-£150 metric ton; commercial from £130; exsiccated £310.60.
Magnesium trisilicate: Light £0.80 kg; heavy £0.79 kg in minimum 900-kg and 1,200-kg lots respectively.
Mercurials: Per kg in 50-kg lots; ammoniated £15.20; oxide — red £16.30; and yellow £16.05; perchloride £8.85; subchloride £12.10; iodide £15.
Mersalyl: Acid £80.85 kg in 10-kg lots; £77 kg in 24-kg lots.
Methadone hydrochloride: £330 per kg. Subject to Misuse of Drugs Regulations.
Methyl salicylate: 5-ton £1.73 kg; 1-ton £1.78.
Metol: Photo grade per kg, 50-kg lots £9.90.
Nicotinamide: £4.42 kg in 50-kg lots.
Nicotinic acid: £4.18 kg in 50-kg lots.
Opiates: (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations — Codeine alkaloid £600-£604 as to maker; hydrochloride £520; phosphate £460.50-£462; sulphate £520. Diamorphine alkaloid £821; hydrochloride £748.
Ethylmorphine hydrochloride: £585.50-£591. Morphine alkaloid £667-£668; hydrochloride and sulphate £544-£545.
Oxalic acid: Recrystallised £1.83 kg for 50-kg lots.
Papaveretum: £390 kg; 5-kg lots £355 kg. Subject to Misuse of Drugs Regulations.
Paracetamol: (Per kg) 10-ton contracts from £2.80 to £3.10; 1-ton £3.15. Premium for d/c £0.45 kg.
Paraffin liquid: BP WOM 65 per litre in 210-litre drums £0.767 litre; light liquid BPC 1963, £0.694. Technical white oil WOT 14, £0.682; WOT 24, £0.711.
Pentobarbitone: Less than 100-kg £29.45 kg; sodium £31.23.
Pethidine hydrochloride: 10-kg lots £73.40 kg. Subject to Misuse of Drugs Regulations.
Petroleum jelly: BP soft white grade 54 £576 metric ton; grade 56 £535 delivered UK in 170-kg drums; yellow BP in grade 60 £576 in 174-kg drums.
Phenylephrine hydrochloride: £89 kg in 50-kg lots; £92 in 10 kg.
Phosphoric acid: BP sg 1,750 £0.5773 kg in 38-drum lots minimum.
Pholcodine: 1-kg £538; £493 kg in 60-kg lots. Subject to Misuse of Drugs Regulations.
Phthalylsulphathiazole: 50-kg lots £6.68 kg.
Physostigmine: Salicylate £3.70 per g; sulphate £4.49 in 100-g lots.
Pilocarpine: Hydrochloride £532.43 kg; nitrate £527.03.
Potassium ammonium tartrate: £2.76 kg in 50-kg lots.
Potassium bitartrate: £1,050 per metric ton.
Potassium citrate: Granular £1,071 per metric ton. 5-ton contracts £1,063 ton.
Potassium diposphate: in 50-kg lots; powder £1,165 metric ton ex works, minimum 3-ton lots.
Potassium hydroxide: Pellets BP 1963 in 50-kg lots £2,436.10 metric ton; technical flakes £766 ex works.
Potassium nitrate: Recrystallised £1.72 for 50-kg drums.
Potassium phosphate: monobasic BPC 1949. £1.79 kg in 50-kg lots.
Pyridoxine: £21.55 kg for 20-kg lots.
Quinalbarbitone: Sodium in 50-kg lots £32.65 kg.
Reserpine: Alkaloid £0.55 gram in 100-g lots.
Riboflavin: (Per kg) £24.62 in 10-kg packs, diphosphate sodium £80.30 in 5-kg.
Saccharin: BP sodium, powder £3.50 kg; crystals £3.30, both for 250-kg lots.
Salicylic acid: 5-ton lot £1.75 kg; 1 ton £1.79.

Sodium acetate: BP crystals £0.90 kg in 50-kg.
Sodium acid phosphate: BP crystals £1.24-£1.49 kg as to source for 50-kg lots.
Sodium ascorbate: 20-kg lots £6.05 per kg.
Sodium benzoate: £0.70 kg in 500-kg lots.
Sodium bicarbonate: BP from £168.40 metric ton as to grade in minimum 10-ton lots delivered UK.
Sodium chloride: Vacuum dried in 10-ton lots delivered London 4-ply bags £52.55 metric ton.
Sodium citrate: Granular £893 metric ton; powder £918. Five-ton contracts granular £886; powder £911 — all in lined bags.
Sodium fluoride: in 50-kg lots £2.43 kg ex works.
Sodium gluconate: Technical £825 metric ton.
Sodium hydroxide: Pellets BP 1973 in 50-kg lots £0.91-£1.90 kg ex works.
Sodium nitrate: BPC Recrystallised £1.44 kg for 50-kg lots.
Sodium nitrite: BPC 1973 £1.51 for 50-kg.
Sodium perborate: (per 1,000 kg) monohydrate £723; tetrahydrate £430.
Sodium percarbonate: £567 per metric ton.
Sodium sulphate: Fine crystals BP £109 per metric ton, pea crystals £131.20; commercial £43.10 ex works.
Sodium sulphite: Crystals £0.216 kg (500 kg minimum).
Sodium thiosulphate: photo grade £282 per metric ton; £264.50 ton in 4-ton lots.
Sorbitol: Powder £890 metric ton; syrup £430-£450 as to grade.
Stilboestrol: BP in 25-kg lots, £197.50 kg.
Strychnine: Alkaloid £74.30 per kg; sulphate and hydrochloride £60.40 kg 5-10 kg lots.
Succinylsulphathiazole: £9.98 kg in 50-kg lots; imported £2.20 (250-kg).
Sulphacetamide sodium: BP £7.20 kg for 50-kg.
Sulphadiazine: BP £8 £5 kg in 250-kg lots.
Sulphadimidine: £4.60 kg for imported in ½-ton lots.
Sulphamethizole: £14.80 kg in 250-kg lots.
Sulphanilamide: BPC '68 £2.20 kg in 1-metric ton lots.
Sulphaquinoxaline: BP Vet £15.29 kg; sodium salt £20.90 in 500-kg lots.
Sulphathiazole: BP 1973, £4 kg in ½-ton lots.
Talc: BPC sterilised £750 metric ton in 50-kg; £465 for 1,000-kg lots.
Tartaric acid: £1,795 per metric ton.
Tetracycline: Hydrochloride £14 kg in 250-500 kg lots.
Theobromine: Alkaloid; limited quantities about £25 kg.
Theophylline: Anhydrous and hydrous £5.63 kg in 100-kg lots — ethylene diamine £6.08 kg.
Thiamine: Hydrochloride / mononitrate £18.43 kg in 20-kg lots of British origin; 500-kg £17; imported £17.
Tocopherol: DL alpha 5 kg £17.05 kg.
Tocopheryl acetate: DL-alpha per kg £14.30 (in 20-kg lots); adsorbate £13.42 (25-kg); spray-dried £11.83.
Vitamin A: (per kg) acetate powder ½ miu per g £17.55 (5 kg lots); palmitate oily concentrate 1 miu per g £17.27 (5-£); water miscible £4.84 litre (6-litre pack).
Vitamin D2: Type 850 £49.50; type 80 £5.61 kg (25-kg lots).
Vitamin K1: £1.16 g for 100g packs.
Yohimbine hydrochloride: £477 per kg; £400 kg in 5-kg lots.
Zinc acetate: Pure £1.63 kg in 50-kg lots.
Zinc carbonate: Pharmaceutical grade £756 per metric ton.
Zinc chloride: Anhydrous powder £450 metric ton, delivered U.K.

Crude drugs

Agar: Spanish £7.40 kg spot.
Aloes: Cape £1,380 metric ton, cif. Curacao no spot or cif.
Balsams: (kg) Canada: No spot; £20.05 kg, cif. Copaiha: Spot £4.20; £4.10, cif. Peru: £9.40 spot; £9.45, cif. Tolu: Spot £5.30.
Belladonna: herb £1.10 kg spot; £1.14, cif; leaves £1.14 kg; £1.80, cif; root no spot; £2.34 kg cif.
Benzoins: £134 cwt, cif.
Cardamoms: AGN £7.25 kg, cif.
Cascara: £1,380 metric ton spot; £1,395, cif.
Cherry bark: No spot; £1,610 metric ton, cif.
Chillies: Unquoted; powder £1,250 per metric ton spot.
Cloves: Madagascar £6,700 metric ton spot £6,400, cif.
Dandelion: No spot or cif.
Gentian root: No spot; £2,600 metric ton, cif.
Ginger: Cochín £1,050 metric ton spot and cif. Jamaican No.3 £1,950, cif. Nigerian split £525 spot; Indonesian £525 spot.
Kola nuts: £230 metric ton spot; £240, cif.
Liquorice: Root, £640 metric ton spot; £660, cif. Block juice £1,400 metric ton spot; spray-dried powder £1,900.
Menthol: (kg) Brazilian £6.85 spot; £6.65, cif. Chinese £6.45 spot; £6.40, cif.
Pepper: (metric ton) Sarawak black £925 spot, \$1,700, cif; white £1,425 spot; \$1,375, cif.
Seeds: (metric ton, cif). Anise: China star £2,300. Celery: Indian £800. Coriander: Moroccan £370. Cumin: Indian £1,300. Fennel: Chinese £900. Fenugreek: Turkish £260; Indian £325.
Senega: Canadian £10.28 kg, cif; no spot.
Valerian: European £7,005 metric ton, cif. Indian, no spot; £2,070, cif.

Essential oils

Bois de rose: £10 kg spot and cif.
Citronella: Ceylon £2.10 kg spot and cif. Chinese £3.25 spot; £3, cif.
Geranium: Bourbon £25.50 kg spot; £25, cif.
Peppermint: (kg) Arvensis — Brazilian £7.65 spot; £7.60, cif. Chinese £3.90 spot; £4, cif. American piperata £13.
Petitgrain: Paraguay £6.75 kg spot; £6, cif.

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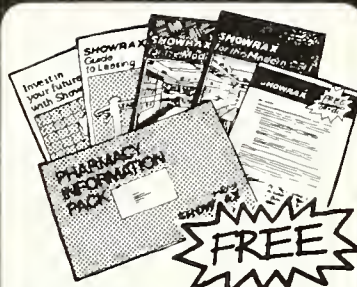
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Our extensive range of Standard Medicinal Products includes applications, elixirs, inhalations, linctuses, liniments, lotions and mixtures. Other main product

groups comprise soft, concentrated and powdered extracts, resins and oleo-resins, essential oils and chlorophylls.

From the purchase of raw materials to manufacture, analysis and packaging, our quality control is designed to safeguard the interests of customers and maintain the enviable reputation of the Company.

CONFIDENTIAL MANUFACTURING SERVICE

We will also make up to your own formula, applying the same rigorous standards of control and quality. Or we can design and develop to your own specifications. Write in or telephone us in confidence for further details of our service.

You know the name well
Get to know the Company better

William Ransom & Son Limited

104 Bancroft, Hitchin, Hertfordshire SG5 1LY

Telephone: Hitchin (0462) 4575/7 Telex: 825631

Established 1846

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A WORLDWIDE SERVICE



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Benylin isn't just your top profit winner. As a trusted prescription product, it has generated a great following among your customers who appreciate its effectiveness and ask for it by name. And they appreciate the fact that there's a special Benylin to cope with most types of cough. The range includes not only the highly popular Benylin Expectorant, but also Fortified Linctus, Paediatric and new Benylin Mentholated for nasal congestion. Every one of them a top profit winner for you.

Further information and data sheets are available on request.

PARKE-DAVIS

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